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AMERICAN NATIONAL LIVE STOCK
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

The 1927 Stock Show

One of the Largest on Record

The National Western Stock Show, held at Denver during the third week in January, proved to be one of the largest on record. Higher prices were paid for both breeding and feeding cattle. More buyers for both kinds were in attendance. A total of 1,039 cars of feeding and breeding stock were shipped from Denver during the week to twenty different states, divided as follows:

CATTLE

Colorado	186 cars
Nebraska	364 cars
Iowa	134 cars
Missouri	19 cars
Indiana	35 cars
Wyoming	34 cars
Kansas	21 cars
Illinois	16 cars
Others	62 cars
	<hr/>
	871 cars

HORSES

47 cars of horses were sold at auction during Show Week and shipped to twenty states.

SHEEP

93 cars of feeder sheep were shipped to six different states during Show Week.

At the annual feeder auction, 271 carloads of cattle found their way to new owners. Practically all Corn Belt states were represented in the bidding, as well as Colorado and others.

Over 1,600 pure-bred bulls were disposed of during the week at prices considerably higher than in 1926. Buyers of bulls have found Denver the only place to secure them in carload lots and, at the same time, have a choice of many loads and varieties to pick from.



Five Years of Successful Co-operative Marketing *of Live Stock on a National Basis*

Exactly 328,877 cars of live stock were handled through the co-operative terminal selling agencies of the National Live Stock Producers Association in five years. This amount represents 10.5 per cent of the total receipts on Producer markets. The total value of sales on this volume of business amounted to \$502,100,105.54, while net earnings for the period have been \$1,321,032.41.

These figures do not show the improvement which co-operative selling agencies have wrought on all markets where they have been established, due to the better service which competing firms have been obliged to render.

Neither do these figures show the higher level of prices which now prevail on several markets, owing to increased bargaining power which the co-operative sales agency has had because of the large volume of receipts in its alleys.

Better prices on some markets prevail because competition has been increased. New buyers have been brought to the market in some instances, while in others new outlets on other markets have been found.

The National Live Stock Producers Association

With Selling Agencies at the Following Markets:

KANSAS CITY
ST. LOUIS

SIOUX CITY
PITTSBURG

CINCINNATI
FORT WORTH
INDIANAPOLIS

CHICAGO
BUFFALO

CLEVELAND
EVANSVILLE

DETROIT
PEORIA

We Are Food Purveyors

OUR job is twofold. On the one hand, we serve the nation's farmers, who till the soil to raise corn and clover and various other products that are valuable chiefly because they can be turned into meat. Our ability to market live stock day by day, year in and year out, is fundamental to the success of agriculture.

On the other hand, we serve the nation's consumers who live in the great cities and work in factories and offices. They require that their food be brought to them from the farms and ranches in fresh, wholesome condition and in adequate supply—else they could not live.

We are the marketing agents for the live-stock producers, and we help to feed the world. There are no services more important. The maintenance of our civilization rests upon the connection between the farm and the factory. The responsibility is in safe keeping. Nowhere are there men and women more devoted, more trustworthy, or more efficient in their tasks.

We hold our heads high among the world's workers.

ARMOUR AND COMPANY
CHICAGO

THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume VIII

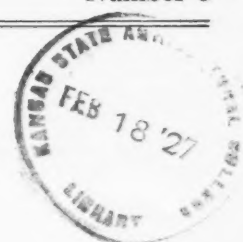
DENVER, COLORADO, FEBRUARY, 1927

Number 9

Foxtail—A Menace to Live Stock

BY WILL C. BARNES

Washington, D. C.



A FEW YEARS AGO, in company with one of our forest rangers, I was riding across a foothill range in the great San Joaquin Valley of central California. It was in the latter part of April. A big cattle outfit had recently shipped in about 1,500 two-year-old steers from New Mexico, and we were anxious to look them over and see how they were doing in their new home in the Golden State, 1,500 miles from their birthplace. As far as one could see, the hills were covered with a rank growth of foxtail grass, just maturing and turning yellow.

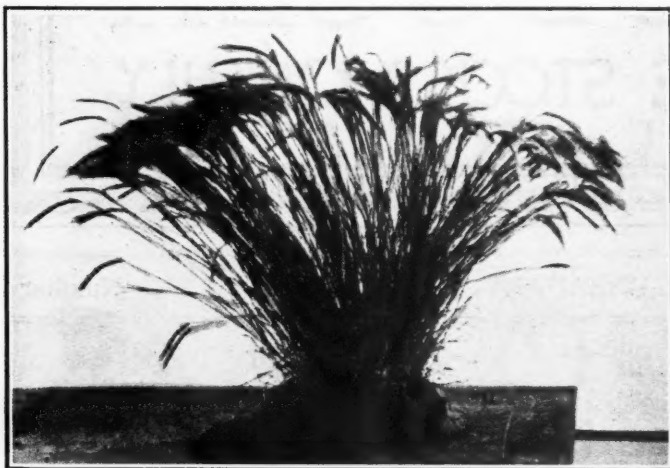
The steers we saw were in fine shape and seemed to be doing mighty well. The ranger opined, however, that the owners had better begin to move the cattle; for, while green foxtail is excellent range feed, when dry it has little nutritive value, and its sharp-barbed awns are a terrible menace to all grazing animals.

As we rode, a steer started down the hill on a jog trot, crossing the trail we were using about fifty feet ahead of our horses. There was something odd in the way he traveled, which caused both of us to keep our



OPEN RANGE OF FOXTAIL IN SOUTHERN CALIFORNIA

eyes on him. He lifted his feet in a peculiar jerky way, and set them down as if doubtful of finding solid ground under them. Right ahead of him was a small "arroyo" or dry wash, with perpendicular banks, perhaps ten feet deep. Instead of stopping when he came to the edge of the wash, the steer walked off the bank



BUNCH OF FOXTAIL GRASS

onto thin air, and disappeared from our view. The ranger had seen such things happen before. "Blind from foxtail awns," was his terse comment, as we spurred our horses toward the spot where the steer went over the bank. Sure enough, when we came to the edge of the arroyo the poor brute was wandering aimlessly around, trying to find his way out of the wash. His eyes were in a horrible shape—swollen and festering, and apparently perfectly sightless. He was in a pitiable condition. "Nothing we can do for him," remarked the ranger. "We will go past the ranch and tell them where to find him."

Half a mile below, we ran on to three cowboys from the ranch, who told us they were riding the range looking after steers with foxtail awns in their eyes. They had roped and thrown a dozen already that day, and cleared out their eyes. The steers were to be moved in a day or two, they told us, the boss then being down in the valley looking for new ranges. We watched them handle one steer, which was easily caught, because it was unable to see. When the animal was tied down, they did some rough and ready eye surgery, consisting of running a finger round the eye under the lid, to scrape out the awns. Frequently an awn had to be picked out like a sliver in a thumb. After the eye was cleaned as thoroughly as possible, it was washed with a soft cloth wet with brine, which they carried in a flask. Occasionally an eye was found too badly infested with awns to be saved, the cruel barbs having worked right into each eyeball. Nearly every animal also had the inside of its lips full of the barbs, which had forced their way into the flesh, until eating must have been a most painful matter. Many

barbs also work down between the teeth of the animals and the gums. Often the nostrils are full of them.

One of Many Foreign Grasses

On many of the early spring ranges of the West the stockmen lean heavily on such plants as foxtail (*Bromus rigidus*), known on the Pacific coast as "ripgut" or "steel foxtail;" "squirrel-tail grass" (*Hordeum jubatum*), also commonly called "foxtail barley" or "tickle grass;" and red brome grass (*Bromus rubens*). Some writers restrict the term "foxtail" to the genus *Alopecurus*, which is Greek for "fox's tail." All of these are exotics, having reached the Pacific coast by way of Chile, from which country we also got alfilaria and alfalfa. They all came originally from the Mediterranean region in Europe. They are found also on our eastern coast, but flourish best in the arid regions of the West.

Besides these, there are several other awned grasses which are injurious to stock—among them poverty grass, June grass, wild barley, and Indian wheat, bearing long, sharp-barbed awns which, when dry, work their way into the animals' eyes, noses, mouths, and bodies. As long as these grasses are green they make first-class feed; but they are green only about six weeks, after which they mature and become a serious menace to all sorts of live stock. The only way to prevent trouble is to move away from such ranges; but often they dry up earlier than usual, and before the stock can be moved much harm has resulted from the awns.



FOXTAIL BEARDS IN SHEEP'S WOOL

Sheep are especially subject to these awn grasses, the barbs working into the wool and right into the animals' flesh. Under such conditions, there are heavy losses when the affected animals are slaughtered, it being necessary to cut out dozens of festering spots on the flesh. Frequently whole shipments are condemned for such causes.

On the Pacific coast this trouble is a problem

where lambs are grazed. Many California sheepmen lamb early; and, as soon as the foxtail ranges begin to show signs of maturing, the sheep must be moved to lower pastures—generally stubble-fields, river bottoms, etc. As far as possible, sheepmen endeavor to get their lambs born early enough to market them while the foxtail is harmless, thus avoiding these troubles. But it is not always possible to gauge the season exactly; for spring may be unusually early and dry, and the foxtail will mature from two to three weeks ahead of the usual time. In such seasons the losses among lambs run all the way from two to ten per cent, while the owners are put to heavy labor costs in catching up the lambs, clearing their eyes, and shearing the wool from around their faces and eyes.

Early Shearing Best Protection for Lambs

The grazing men of the Forest Service determined to study this foxtail trouble among lambs, with a view to ascertaining what steps were possible to minimize the losses, if they could not be wholly eliminated. Two of our wide-awake young men were put on the job in northern California, where in 1925 the losses from this cause cost the sheepmen many thousands of dollars. The result of their studies indicates that the only practical method of meeting this loss is through early shearing of the lambs. Apparently a shorn sheep is fairly safe from foxtail barbs. In one herd under observation, where the lambs were closely sheared, not a single lamb showed signs of foxtail trouble, while those not shorn suffered as usual.

The men carrying out this study find that January lambs sheared in May produce two and a half pounds of wool, and February-born lambs about two pounds. The cost of shearing is more than made up by the absence of losses among the lambs. It is believed that, by lambing as early as possible, and then shearing the lambs before the foxtail grasses mature and become dangerous, these losses in range lambs can be almost entirely done away with. The study will be continued another year, in the hope of discovering further facts on the matter.

Awn-Bearing Grasses Valuable as Spring Feed

This trouble is fairly common all over the western range region. The bromes, festucas, and hordeums, known locally as squirrel-tail and foxtail, June grass, barley grass, poverty grass, and several other awn-bearing grasses, are of immense value for furnishing spring feed, especially on the early lambing-grounds. In the Rocky Mountain regions the stock can be moved to higher ranges before these grasses mature, but in California this cannot always be done.

Shearing the lambs seems to offer a solution of the problem for that class of stock, while with cattle the only remedy is to move them before the grasses get dry and the awns stiff.

Hay in which foxtail is found is a dangerous feed for ewes and lambs. When fed in racks, the animals plunge their heads into the hay, by which means the awns find ready lodgment in the wool about the eyes. The Nevada State Experiment Station issued a bulletin on this subject a few years ago, in which feeders were advised to avoid feeding hay carrying foxtail, but, if they had no alternative, never to feed it in racks, but scatter it on the ground, so that it was not necessary for the sheep to push their faces into the hay, and also because in many instances the sheep would reject the foxtails and eat only the more palatable plants forming the hay.

These plants are all very prolific in seeds, and spread with frightful rapidity in irrigated fields, unless carefully suppressed. In some of the irrigated regions of the Southwest much of the first cutting of alfalfa is thrown away because of foxtail, or else sold for just what it is—that is, as “damaged” or “foxtail hay.” It can be kept out of fields, of course, through proper cultural methods; but on the stock ranges no methods are available against it.

It is one more of our imported pests—our “undesirable immigrants”—from which American agriculture has suffered so heavily.

INJUNCTION GRANTED IN COMMISSION CASE

IN THE OMAHA COMMISSION-RATE CASE (Docket No. 143), where the schedule prescribed by Secretary Jardine in his order of November 19, 1926 (see the December PRODUCER), was to have gone into effect on January 1, 1927, a temporary injunction has been granted by the District Court, restraining the secretary from enforcing the new charges until further order of the court. Provision is made for repayment by plaintiffs, members of the Omaha Live Stock Exchange, to their patrons of any charges collected by them after January 1 in excess of the rates fixed by the secretary, in the event that these rates are finally sustained by the court.

Accordingly, the date when the order is to become effective has been advanced by the Secretary of Agriculture to February 1.

WORLD'S WOOL CROP

WORLD WOOL PRODUCTION in 1926 is estimated at 3,024,500,000 pounds, compared with 2,998,160,000 pounds in 1925. This, says *Foreign Crops and Markets*, represents a return from the post-war slump to the pre-war average. In the seven countries which produce the bulk of the improved type of wool (the United States, Australia, New Zealand, Argentina, Uruguay, the Union of South Africa, and the United Kingdom), last year's crop was 1,989,054,000 pounds, as against 1,963,141,000 pounds in 1925. The United States in 1926 produced 269,054,000 pounds of fleece wool and 50,000,000 pounds of pulled wool (total, 319,054,000 pounds), compared with 253,907,000 and 46,800,000 pounds, respectively (total, 300,707,000 pounds), in 1925.

Conditions for wool-growing, on the whole, were favorable last year. Exceptions to this rule were South Africa (the only country showing a decrease), Queensland, and part of New Zealand.

THE SALT LAKE CITY CONVENTION

THE CONVENTION AT SALT LAKE CITY, January 25-27, 1927, marking the close of the third decade in the life of the American National Live Stock Association, was the best-attended, and from every point of view the most successful, in recent years. Under the influence of accumulating evidence of returning prosperity to the cattle industry, a spirit of good cheer was manifest everywhere.

Contributing not a little to the interest of the occasion was the presence of the Secretary of Agriculture, aided by Colonel Greeley, Mr. Rachford, and Mr. Casement, for the purpose of meeting with the stockmen of the West in a last conference on the question of national-forest grazing fees. Many who had attended the convention of the National Wool Growers' Association, held in Butte during the last two days of the previous week, had traveled to Salt Lake to be present at this discussion, which, it was realized, was pregnant with possibilities of far-reaching importance. Aside from this, the Utah Wool Growers' Association, which was holding its annual meeting at the same time and at the same hotel as the American National, sent a large delegation which further helped to swell the ranks of visitors.

The reception given the stockmen in the capital of the Mormons could not have been excelled in hospitality. The entertainment features were well planned and excellently carried out. Under the auspices of the state association, its president and secretary—J. M. Macfarlane and Thomas Redmond—co-operating with the Chamber of Commerce, a splendid banquet was tendered the guests. An organ recital at the famous Tabernacle was another attraction.

Unfortunately, President O'Donel had by illness been prevented from coming. He had got as far as Denver, when a severe attack of neuritis compelled him to interrupt his journey. Up to the very last he had hoped that he might be able to proceed, but the doctor's orders were imperative. It seemed particularly regrettable that, after having attended every session for upward of twenty years, he should thus be forced to miss the very meeting where for the first time he was to have presided. Expressions of the sympathy and good wishes of the convention were conveyed to him in a telegram, and later in a resolution passed by a rising vote. In the absence of Mr. O'Donel, First Vice-President Brite, assisted by Mr. Bixby and Mr. Boice, directed the deliberations.

All of Monday, the day preceding the formal opening of the convention, was taken up by the question of grazing fees. Of the discussion, and its results, we give an account elsewhere in these columns.

Getting under way Tuesday morning, the convention was welcomed to Salt Lake City by Mayor Clarence Neslen, sub-

stituting for Governor George H. Dern, who was unable to be present. The mayor was followed by J. M. Macfarlane, president of the Utah Cattle and Horse Growers' Association. Hubbard Russell, president of the California Cattlemen's Association, responded.

President O'Donel's address was thereupon read by Secretary Tomlinson. Of this, excerpts are printed elsewhere in this issue.

Closing the morning session, R. M. Hagen, assistant managing director of the California Cattlemen's Association, gave a short talk on the California co-operative marketing plan. This plan, he said, is now functioning satisfactorily, gradually eliminating the old-time spread between prices paid on the coast and those at eastern markets.

In the afternoon, Frank J. Hagenbarth, of Spencer, Idaho, president of the National Wool Growers' Association, spoke on the subject "Why Live-Stock Men Must Borrow," describing conditions in the industry during the past few years—the result of too abrupt deflation.

Following Mr. Hagenbarth, the Secretary of Agriculture addressed the convention. The live-stock industry, said Mr. Jardine, is the stabilizing factor in the present agricultural situation. Since 1920 it has been through fire, but is now beginning to see daylight ahead. The country's cattle inventory has been working back into line with peace-time requirements, and liquidation is about over. However, while a degree of optimism is justified, it behooves producers to give consideration to the changes that have taken place. The days of the uncrowded open range are gone; land and labor have appreciated much in value; fixed charges are higher, competition is stronger, and there is a greater tendency toward specialization. Another fact that has to be faced is the development in market demand toward younger animals of lighter weight and better quality, meaning a more rapid turn-over. This again involves reduced costs, as well as increasing efficiency in production and marketing. Mr. Jardine mentioned our beef imports, which at present are slight, but may be materially stimulated by an advance in beef prices. The order barring importations of fresh meats from countries where foot-and-mouth disease prevails should not be regarded as equivalent to a tariff. It is purely a biological protection. The Department of Agriculture has no authority to use its regulations for purposes of trade protection.

At the close of Mr. Jardine's address, to the surprise of most of those present, he announced that he was now ready to render his decision in the forest-fee case. This decision is quoted in full elsewhere in this issue.

The last speaker for the day was W. W. Woods, executive vice-president of the Institute of American Meat Packers, Chicago, who read a paper on "The New Competition and What It Means to the Live-Stock and Meat Industry."

First on the program Wednesday morning was William Peterson, director of the Utah Agricultural College, Logan, who asserted that the remaining 200,000,000 acres of the unappropriated public domain are unfit for settlement, and that what is needed now is an orderly and economic supervision of the land, with full recognition of the legitimate interests of the industries at present established.

The next speaker was Oakleigh Thorne, of Millbrook, New York, chairman of the National Better Beef Association, who told the convention about the recent three-cornered agreement between representatives of that association, the big meat-packers, and the government, to introduce the grading system on prime and choice beef as soon as the necessary arrangements can be carried out. If this first step proves satisfactory, he thought it likely that in a short time it would lead to the grading of all beef.

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R. M. Kleberg, of Corpus Christi, Texas, president of the Texas and Southwestern Cattle Raisers' Association, started the discussion of the subject "Truth in Meats." He said that the interests of both producers and consumers of meat had been proved to lie in the direction of quality, and fully indorsed the plan of government grading as a big step in advance.

This idea was further elaborated in the afternoon by D. A. Millett, of Denver, Colorado, chairman of the National Live Stock and Meat Board, who expressed the conviction that everybody connected with the beef business would benefit if all grades were stamped. At present the Meat Board was co-operating with the Department of Agriculture and the Better Beef Association in an experiment to mark the two top qualities. Mr. Millett named some of the handicaps under which the live-stock industry is suffering, and urged the necessity of protective measures.

Conversion of superannuated dairy cows into commercial fertilizer, instead of turning them into beef channels, further to clog an oversupplied market, was advocated by O. M. Plummer, of Portland, Oregon, general manager of the Pacific International Live Stock Exposition, who was introduced as the first man to think of marking beef according to grade.

"Digging Bovine Gold in America" was the title chosen for the speech by Frank D. Tomson, Shorthorn breeder of Lincoln, Nebraska, who gave it as his opinion that the extent to which surplus stock from dairy herds enters into competition with the beef steer is not fully realized.

The discussion of the public-domain problem was resumed by William Spry, former governor of Utah and now commissioner of the General Land Office at Washington, D. C. He mentioned the bill introduced by the Senate Committee on Public Lands, and indorsed by the Department of the Interior, for the regulation of the domain, stating that this measure provided that fees were to be determined with due consideration for the quality of the range and administration costs, and would include a percentage to go to the states as compensation for the non-taxable character of the lands. Mr. Spry's address gave rise to considerable discussion.

As the first speaker Thursday morning, Orval W. Adams, vice-president of the Utah State National Bank, Salt Lake City, dealt with the question of bank credits in relation to the live-stock man. Mr. Adams admitted that the present banking practice did not meet the needs of the live-stock industry for long-time credits, and suggested remedies which would make our financial system more responsive.

Accomplishments and purposes of the Packers and Stock-Yards Administration were described by its chief, John T. Caine, III. The stockmen themselves, said Mr. Caine, were responsible for the passage of the act regulating market agencies, and he urged them to support proposed legislation designed to give the Secretary of Agriculture more authority under it. As long as he had anything to do with its administration, stockmen might rest assured that its provisions would be enforced.

The last address of the convention was delivered by Dr. W. W. Bell, of the Biological Survey, Washington, D. C., who told of the progress made in the control of predatory animals by the government, in co-operation with the states and organizations of live-stock men.

The proceedings throughout were interspersed with informal discussion, many stockmen rising from their seats on the floor to ask questions of the speakers. Especially did the disposition of the public domain provoke debate, representatives from Wyoming in particular protesting against the proposed legislation for its control. A doubt was voiced from the same quarter as to the policy of the association with respect to the

unimpeded admission of Mexican labor, favored by one of the resolutions.

Concerning the matter of forest fees, while the decision of Secretary Jardine was accepted by a unanimous vote, it was made clear by several speakers that this acceptance expressed only a feeling that the solution was the best that could be hoped for under the circumstances, rather than an admission that they were getting all to which they thought they were entitled. Mr. Bixby, speaking for the stockmen in general, characterized the decision as fair, and advised its approval, with the understanding that no further changes in the government's policy were to be made prior to 1945.

Most of the resolutions as presented by the Resolutions Committee were adopted without debate. On only a few were divergent opinions voiced. As finally passed, their contents are here summarized:

1. Asking Congress immediately to enact a law providing for leasing of unappropriated public domain under certain specified conditions;
2. Requesting federal legislation permitting purchase of 640 acres or more of isolated sections of land in western states belonging to government and fit only for grazing;
3. Reiterating demand for import duty of not less than six cents a pound on green and fifteen cents a pound on dry hides;
4. Recommending increase in tariff on beef and beef products, for proper protection of American live-stock industry;
5. Imploring Congress not to put Mexican immigration on quota basis, an adequate supply of this labor being essential to farming and live-stock interests of Southwest;
6. Opposing all measures tending to restrict markets for live stock and right of individual to dispose of his product as he pleases;
7. Indorsing Kendrick amendments to Packers and Stock-Yards Act, which would give Secretary of Agriculture power to suspend agencies found guilty of violating its provisions, to examine accounts of market agencies, and to place burden of proof concerning reasonableness of new charges on persons filing such;
8. Favoring amendment to Packers and Stock-Yards Act making it unlawful for commission firms to finance shipments of live stock to market, or to speculate in such shipments;
9. Insisting that nothing but American-grown beef be supplied to American army and navy;
10. Urging vigorous prosecution of work of eliminating losses from insect pests;
11. Advocating study of feeding habits of large game animals as a basis for a properly balanced program of game protection;
12. Calling on Bureau of Agricultural Economics to secure and disseminate information on car-loadings and receipts of live stock at markets as far in advance as possible, in interest of more orderly marketing;
13. Indorsing Great Lakes-Atlantic Ocean waterway project by way of St. Lawrence River;
14. Praising services rendered by Department of Agriculture, National Live Stock and Meat Board, and Better Beef Association in establishment of system of uniform grading of meat, and thanking packers for their co-operation;
15. Commending National Live Stock and Meat Board for energetic way in which it is carrying on its work;
16. Approving principles involved in plan for co-operative marketing of cattle having been put in operation by California Cattlemen's Association;
17. Condemning legislation which would restrict marketing of fats from beef cattle or sale of oleomargarine;
18. Lauding various agencies for their activities in support of Boys' and Girls' Club movement;
19. Asking President of Association to appoint committee to confer with other organizations of producers with a view to united action;
20. Indorsing THE PRODUCER;
21. Commending Secretary Jardine for reducing commission charges at Omaha to a just basis;
22. Expressing appreciation to Secretary Jardine for holding conference on grazing fees at Salt Lake City, and sense of association that much has thereby been accomplished

toward creating a better understanding between stockmen and Forest Service;

23. Expressing appreciation of zealous labors of President C. M. O'Donel for advancement of interests of western live-stock industry, and hope for his speedy return to health;

24. Expressing sorrow at death of E. L. Burke;

25. Thanking all those—organizations as well as individuals—who helped make the thirtieth annual convention in Salt Lake City such a marked success, and who in any way contributed to entertainment of visiting members.

Owing to the state of his health, President O'Donel had declined to consider re-election for another term. In his place, First Vice-President L. C. Brite, of Marfa, Texas, was elected president; Mr. O'Donel joining the ranks of honorary vice-presidents. William Pollman, of Baker, Oregon, advanced to first vice-president. To the list of second vice-presidents the names of Victor Culberson, of Silver City, New Mexico; Charles E. Collins, of Kit Carson, Colorado, and Charles D. Carey, of Cheyenne, Wyoming, were added.

Two contenders were in the field for the 1928 convention—El Paso and San Francisco. After a lively scrimmage, the first-named city clinched the honors.

NATIONAL WOOL GROWERS MEET AT BUTTE

THE SIXTY-SECOND ANNUAL CONVENTION of the National Wool Growers' Association met at Butte, Montana, January 20-22, 1927. Defying the rigors of the northern winter, a large delegation of sheepmen from all the range states was in attendance, who listened with marked attention to the many able speakers. The presence of Secretary of Agriculture Jardine had proved a powerful drawing-card, and his hopeful outlook inspired the audience to vigorous applause.

Secretary Marshall started the proceedings by submitting his annual report. Following him, Frank J. Hagenbarth, the veteran president of the association, once more reviewed the activities of the year left behind, and forecast developments of the near future. "The Wool Outlook" was discussed by Albert Elliott, of Boston, and Thomas A. Marlow, of Helena, Montana, spoke on the subject of "Financing the Marketing of Wool." The program of the first day was concluded with an address by Frederick Steiwer, the newly elected senator from Oregon.

Leading off on the second day, G. H. Hutton, of Calgary, Canada, addressed the assembly on "The Sheep Business of Western Canada," and Charles Evans, of Fort Collins, Colorado, gave a talk on "The Feeder-Lamb Demand." "Distribution of Lamb Receipts at the Chicago Market" was dealt with by J. S. Campbell, in charge of the government market news service at Chicago. In the afternoon, A. D. White, of Swift & Co., and E. N. Wentworth, director of Armour's Live Stock Bureau, in turn debated the topic of "Distributing and Advertising Lambs." "Promotion of Meat Consumption" was in the capable hands of R. C. Pollock, manager of the National Live Stock and Meat Board, Chicago, and ex-Governor William Spry, of Utah, now commissioner of the General Land Office at Washington, concluded the list of speakers.

The third day was given over to committee reports, and to the address by Secretary William M. Jardine, of which we give the following brief synopsis:

It was encouraging, said Mr. Jardine, to address agricultural men whose business had been generally profitable during the past trying years. Expansion, when other branches are shrinking, may be taken as an indication that the affairs of an industry are in fair shape. There seems now no doubt that sheep production is on the upward swing of the cycle.

Competition from other meats in 1927, the thought, will probably be about the same as last year. Beef and veal prices

may average higher, but hogs may be lower. These conditions may tend to offset an increase in lamb supplies.

Under present conditions, there is no profit in keeping sheep for the wool alone. Lamb production is coming to be of vital importance, and it would seem to be in order to give more attention to the lamb end of the industry.

Mr. Jardine mentioned the problem of national-forest grazing, stressing the point that grazing should be subordinated to certain other purposes of the forests—particularly tree growth and water conservation. While the Department of Agriculture wishes to afford as much stability as possible in the grazing use, these other matters must not be lost sight of. The financial aspect, too, is important. Congress expects the property to return the large sums invested in forest roads. It would be well to put some of the more important principles of grazing administration into law. As to what the specific fee should be, he had an open mind. He did not, however, believe in charging all that the traffic would bear.

A summary of the resolutions which were passed is here appended:

Opposition to creation of additional national parks, game preserves, or national monuments, or extension of those already in existence;

Protest against tendency to favor type of sheep with excessive covering of wool on face;

Demand for enactment of national and state legislation to make it possible to identify substitutes for virgin wool in fabrics;

Indorsement of existing tariff law;

Suggestion that federal and state governments get together and put into effect uniform live-stock sanitary regulations;

Request that sheepmen look into question of establishing more live-stock trails;

Indorsement of work of National Live Stock and Meat Board;

Request that Congress enact legislation enabling Department of Agriculture to issue correct reports of wool on hand;

Suggestion that legislatures of various states enact laws providing for humane disposal of wild horses;

Demand that Department of Agriculture discontinue issuance of forecasts dealing with future prices of sheep and wool;

Indorsement of work of intermediate credit banks;

Appreciation of action taken by Bureau of Animal Industry prohibiting meat imports from countries where foot-and-mouth disease exists;

Thanks to Secretary Jardine for attending and addressing meeting;

General indorsement of Senate Bill No. 4865 (Stanfield measure) for administration of grazing on national forests, with these modifications: no concurrence in principle of subordinating grazing to all other uses of forests; placing chief emphasis in fixing rate of fees upon insurance against depreciation of value of dependent properties, and returning all fees above cost of administration to counties and states; opposition to local appeal boards, and to provision giving President authority to add new lands to forests; request that no action be taken with respect to public domain until public-land states have decided on conditions which will be beneficial to whole live-stock industry; protest against basis of grazing fees recommended by Chief Forester as being reversal of previous policy of administration;

Indorsement of principle of orderly marketing of wool;

Commendation of National Wool Growers' Association for its work in furthering stabilization of market prices on sheep and lambs;

Recommendation that committee be appointed to propose new constitution and by-laws for association;

Suggestion that during month of June intensive campaign be undertaken to promote consumption of spring lamb.

In the election of officers, Mr. Hagenbarth, who last year had announced his intention of retiring from the position which he has filled with so much distinction and ability for a long span of years, was prevailed upon to reconsider, and was elected for still another term by a large majority over the opposing candidate, Vice-President F. A. Ellenwood, of Red Bluff, California. F. R. Marshall, of Salt Lake City, received the recognition due him by being continued in the office of secretary-treasurer.

SECRETARY JARDINE SETTLES FOREST-FEE CONTROVERSY

BEYOND A DOUBT, the most important concrete result flowing from the convention at Salt Lake City was the settlement of the forest-fee problem. The battle waged around this troublesome question in the past has been enveloped in a large volume of more or less acrid smoke, and now that the air has cleared the energies engaged can be turned into more constructive channels. No one will, of course, pretend that the forest-users got all they had been fighting for, or that there is any great deal of enthusiasm among them over the outcome. Nevertheless there is general agreement that the struggle has been well worth while, and that without the determined stand taken by the embattled stockmen of the West much less favorable terms would have been secured. In the sigh of resignation with which the solution is accepted there are blended a certain satisfaction and self-congratulation that it is no worse, as well as a sense of relief that the thing at last is behind us.

To the spirit of accommodation which prevailed at the conference contributed not a little the favorable psychological atmosphere created by the presence of Secretary Jardine, flanked by his Chief Forester, Mr. Rachford, and Mr. Casement. By coming west in the middle of a busy session of Congress, the secretary had shown his appreciation of the importance attached to the subject of grazing fees by the stockmen of this section of the country, his anxiety to meet their wishes as far as he felt he could without transgressing upon the other interests placed under his guardianship, and his determination not to render his verdict until all the evidence was in.

The whole of Monday, January 24—the day before the formal opening of the convention—was given over to the matter of forest fees. Introducing the discussion, the secretary expressed the wish that the deliberations might “be characterized by the ability of broad-minded men to sacrifice personal beliefs in the interest of the public welfare.” He then reviewed the history of national-forest grazing, with particular reference to the question of fees. It was the view of his department, he said, that no arbitrary changes in fees should be made by legislation, but that “a fair and equitable compensation for the individual range allotments should be determined by a survey of conditions on the ground.” This survey had been made, and the reasons why its results had not been put into effect were well known. It had been reviewed by Mr. Casement, in whom he had the utmost confidence, and who had submitted definite recommendations, which had been concurred in by the Chief Forester.

The principles embodied in these recommendations, in the opinion of the secretary, were thoroughly sound, fully safeguarding the public interest. It must not be forgotten that the national forests are public property, administered at public expense. A just conclusion of what constituted fair compensation for the use of forest ranges would likewise contribute

to more stability in range use. “Such a decision must stand the test of public scrutiny, remove the uncertainty which prevails at present, permit the department to divert the thought and energy given this question into problems of better systems of range regulation, and secure a more harmonious relationship with the users.”

Mr. Jardine presented a summary of the Casement recommendations, stating in conclusion that the whole problem resolved itself into these two paramount questions: “(1) Do the fees as proposed represent a fair compensation for the use of national-forest ranges? (2) Should the department at this time adopt the method of relating the fees subsequent to 1930 to the prices paid for the products of the range?” On this question he desired the help of the assembled stockmen in reaching a decision.

A series of charts, showing average fees by states for private land used in the original appraisal and in 1926, average forest fees developed by these appraisals, average fees arrived at by Mr. Casement, and those now in effect, were explained by Mr. Rachford.

Thereupon it was the stockmen's turn. Representatives from the different states, appointed the evening before, rose one by one and, under the presidency of Mr. Bixby for the cattlemen and Mr. Hagenbarth for the sheepmen, assailed the “commercial exploitation” principle underlying the Rachford report, and the Casement recommendations as far as they were based on this principle.

Merle D. Vincent, a lawyer with live-stock affiliations, started the barrage, speaking for Colorado. He was followed by Frank J. Hagenbarth, president of the National Wool Growers' Association; C. H. Williams, president of the Montana Wool Growers' Association; Les E. Dillingham, secretary of the Idaho Cattle and Horse Growers' Association; Charles E. Myers, of Wyoming; F. A. Phillips, of Oregon; L. C. Montgomery, of Utah; W. J. Williams, of Idaho; Vernon Metcalf, secretary of the Nevada Land and Live Stock Association; R. M. Hagen and George A. Clough, of California; and others. Most of the speakers favored a cost-of-administration basis for the fees, plus a small additional amount to be turned over to the states for the support of schools and roads. In this connection, the question was asked by Colonel Greeley just what the stockmen figured should be included in “cost of administration.” If just rangers' salaries and incidentals were meant, the present fees represented at least three times that amount. On the other hand, if those using forest grazing were to pay their share for the benefits they derived from such things as adequate forest protection, and the construction and maintenance of roads, the fees would be many times those proposed in the Rachford report.

Dan D. Casement, in a short statement, explained how he had undertaken a very difficult task with an absolutely open mind; and Secretary Jardine ended the discussion by saying that the sentiments to which he had listened would be very helpful to him in reaching a decision.

Just how soon this decision might be expected was a matter for speculation. While the secretary had intimated that he would use all possible speed, most of those who heard him undoubtedly imagined that the thing would have to be thrashed over again at Washington before final rulings were handed down. It was therefore cause for agreeable surprise when Mr. Jardine announced, at the session on Tuesday afternoon, that he was ready to settle the question right then and there. This pronouncement was greeted with thunderous applause, and had the effect of dulling the edge of the criticism with which the details of the settlement otherwise might have been met. The secretary's statement was as follows:

SECRETARY JARDINE'S STATEMENT

"After considering carefully all the statements made at yesterday's meeting, I desire at this time to announce my decision regarding grazing fees on the national forests. I am anxious to have this matter settled immediately, to clear the air of controversy, and to prepare the way for much more effective co-operation between the stockmen and the Forest Service in dealing with the many problems and improvements where our interests are mutual.

"The Department of Agriculture will stretch a point to be absolutely fair to the grazing permittees on national forests. We have no intention of charging the full commercial values that might be justified by comparison with private lands, or of getting all that the traffic would bear. We want to maintain the social and economic relationships that have always been considered in the allotment and administration of the ranges in national forests. We do not want to charge anything that exceeds the reasonable capacity of the sheepman and the cowman to pay under the conditions confronting them during the next few years.

"At the same time, the Department of Agriculture must be just and fair to all the interests entitled to consideration in the administration of the national forests. We cannot ignore the obligations which these areas bear as public properties, maintained and developed at public expense, and with varied resources which many classes and groups of American people are entitled to utilize or enjoy. Specifically, we cannot ignore the return which the counties and county schools obtain from the receipts derived from the uses of the national forests.

"It is my purpose to harmonize these two viewpoints, or these two obligations, of the department, as fairly as the limitations of human judgment will permit. I want particularly to aid in establishing the live-stock industry in such fair relationship to the national-forest interests, and public obligations as a whole, that it may have a stable and assured place therein. I believe it would be short-sighted and ill-advised for the industry itself to sacrifice this security for the sake of some small and temporary advantage.

"In line with these various considerations, I have approved recommendations submitted to me today by the chief of the Forest Service, in accordance with which no increases in grazing fees will be made during the present year of 1927. The schedule of fees previously recommended by the Forest Service and by Mr. Casement, which represent material reductions below the original range appraisals, will be put into effect on a graduated scale, beginning with 1928 and extending to 1931. The full rates under this schedule will be applied during the years from 1931 to 1934, inclusive. When these full amounts are put into effect, the average increase in the rate for cattle on all of the national forests will be from 10 4 cents per head per month to 14.4 cents; and for sheep, from 2.9 cents per head per month to 4.5 cents. In accordance with a request of the head of the Forest Service, furthermore, an opportunity will be provided to make further reductions which may be found equitable in adjusting the fees fairly as between the different national forests and regions, and to make adjustments which may be needful to establish equitable fees between the different allotments on each national forest.

"I have also approved the recommendation of the chief of the Forest Service that, in view of the social and economic purposes embraced in the administration of grazing and the interests of the general public in the national forests, this schedule of fees be established as representing fair compensation for national-forest range, under present conditions; and, furthermore—this being, in my judgment, the most important feature of the program—no changes in this schedule of grazing fees will be made for the ten-year period beginning in 1935, unless there should be a material change in the conditions existing at that time which affect the equitable determination of fair compensation for national-forest range.

"In other words, while the principle of fair compensation for the use of the national-forest range is recognized in the interest of all the people of the United States, we will apply that principle in a moderate way, with moderate increases adjusted to the existing conditions in the industry, and with assurance against future changes, unless the present conditions are materially changed. This should set at rest the idea that the Department of Agriculture is out to get all that the traffic will bear.

"It is also part of our program to employ the best efforts of the department to secure ample appropriations for range improvements in the national forests; and to make a careful

study of the practicability of relating grazing fees, in subsequent range appraisals, to the current market value of live-stock products. I am not yet satisfied that such a method is practicable; but we will give it thorough investigation, in order to ascertain definitely whether the value of live-stock products in central markets may afford the most equitable basis of range appraisals for future use.

"And now let me re-emphasize the hope that we may put this controversy behind us, and that today may mark a new period of effective co-operation between the agencies of the Department of Agriculture and the live-stock interests in developing the full possibilities for usefulness of the national-forest ranges."

For a full presentation of the schedule of fees recommended by Mr. Casement, see THE PRODUCER for December, 1926.

PROBLEMS OF THE LIVE-STOCK RAISER*

BY C. M. O'DONEL

Bell Ranch, New Mexico

OUR FRIENDS OF THE MIDDLE WEST are insistent in their demand for legislative relief which will solve the problem of disposition of frequently recurring surpluses of products. It is a large problem, and it cannot be solved by telling the farmer that, if he is suffering from too much production, the remedy is to produce less. That such advice does not offer a practical remedy will be seen when we remember that, in the case of wheat, for instance (and I find that most people, in discussing the problem, are apt to talk in terms of wheat), the same acreage which may produce in one year a surplus of a quarter-billion bushels may in the next year barely supply the domestic demand; and acreage cannot therefore undergo a material reduction without endangering the food resources of the country. Personally I am not opposed to the export under government control of a pooled surplus, if a workable plan can be devised. But it must be remembered that the situation created in the country to which export is made will have to be taken into account.

Let us take the case of beef (which is closer to most of us) and imagine, for the sake of the argument, that we were producing greatly in excess of the domestic demand, which is not the case at present. Great Britain, being the principal beef-consumer, would be the first object of our kind attentions. But Great Britain is now importing about 45 per cent of its beef consumption—principally from South America. And, in order to sell our product, we would have to displace other imported meats on the market, and a price-cutting contest would result which would not only make all profit impossible, but would lead to a demand for hostile legislation.

Fortunately, I say, we are not confronted with that necessity, and it would appear that our problem is to produce just enough beef for our domestic consumption and no more. I have pointed out the results of overproduction. The effect of underproduction would be equally destructive. As soon as we fail to supply our population with all the beef they want, they will obtain it elsewhere, and all the Argentine exporters need is a slightly higher market than they have now in Europe. It is probable that a possible demand for cheap food may result in the removal of the three-cent duty that is in effect now. For the time being this danger has been averted by the issuance of an order by the Secretary of Agriculture, effective January 1, 1927, prohibiting the importation of fresh meat from countries where hoof-and-mouth disease is known to exist; and that disease seems to be chronic in the cattle-

*Extracts from the president's address delivered at the Salt Lake City convention of the American National Live Stock Association, January 25, 1927.

exporting countries of South America. The order was issued, very rightly, as a sanitary measure, but it has the effect also of protecting our markets as well as the health of our herds.

THE MARKETS

The cattle market during the past year has been less satisfactory than the hog market or the sheep market. Prices on the range have, indeed, shown an improvement over those of any other year since the cataclysm of deflation. The range cattleman is beginning to hold up his head and look the world in the face. But one cannot help feeling a doubt whether the values of 1926 can be maintained in view of the unhealthy condition of the fat-cattle market. There has not been at any time during the past year, and is not now, justification in the prices at which the finished product is going over the scales for the bullish sentiment that has prevailed among range buyers. I can only explain this sentiment on the theory that at the back of it is a knowledge that two corn crops in succession have carried an unusual proportion of unmerchantable corn which can be marketed only in the form of live stock, and that, hogs being scarce and high, cattle must be fed. But the fat-cattle market gives no encouragement. Prices have ruled, not only lower than those of the corresponding period of 1925, but lower than the average for the last three years. The exceptions are in the quotations for cows and heifers and common steers.

It would be of great interest if we could discover the reason of this improvement in the prices of common cattle. I recommend the study of the situation to the Better Beef Association. I know that we shall be told that the consumptive demand is predominantly for the cheaper grades, and that the prices quoted are only a reflection of that demand. That is a plausible answer, and probably has some truth in it, but it is not necessarily the whole truth. If the buying competition in the yards is more active on common cattle, is this because the consumer wants them, or because they can be distributed at a better profit? We know that there are hundreds of small towns throughout the country where practically all the beef supply is shipped in, and where the consumers never get a chance to buy good beef, even though many of them are willing to pay still higher prices than they are paying if they could get a good article; but they acquiesce in the situation because they know of no remedy. I would like to see a few droves of cattle of various grades traced through the packing-house and over the retailer's counter, so that we might know their final destination, and in what guise and at what price they go to the consumer.

BETTER BEEF ASSOCIATION

No more timely and appropriate action was ever taken than in the formation of the Better Beef Association. If, as I assume, the object of that organization is to create a discriminating and insistent demand among the consumers of good beef, they have a splendid cause and a limitless field. But, as a guide to intelligent demand, the consumer must have reliable information as to the quality of the meat that is offered to him; and this can be conveyed only by a government stamp that carries a guarantee of grade. This also is what is meant by "truth in meats." We as producers are justified in demanding that our product should be sold on its merits, and we believe that the consumer is entitled to a square deal at the butcher shop. We believe, too, that the practice of grading and marking meat will have the effect of developing an increased demand for quality, and a confidence in the purchaser whom quality is offered under the government label. Unless we can obtain some recognition of the value of our high-class product, we may as well quit breeding good cattle.

PACKERS AND STOCK-YARDS ADMINISTRATION

The administration of the Packers and Stock-Yards Act is a matter which has been of the greatest interest to us since its enactment, not only because it deals with agencies with which we come in contact, but because we have always felt in some degree responsible for the enactment of that measure. We are not responsible for it in detail, and in its final form it is not an ideal instrument for the purpose for which it was intended. This applies more particularly to the title dealing with the packers. This title has proved to be practically a dead letter. For this no fault can be found with the administration. Such action as has been taken under that title has been blocked by the courts. Neither can the packers be blamed. They occupy an advantageous position on the market, and they are making the most of it as business men. We had hoped that under the protection of the new law the number of independent packers would increase and the intensely centralized character of the market would undergo some modification. But in this we have been disappointed, and the competition on the buying side is no keener than it was before the passage of the act—even if it is not less so.

That title of the act dealing with stock-yard agencies has proved more effective, and much has been accomplished both in regulation of such agencies and in equitable adjustment of fees. It is only a few years since the act came into force, but we can already look back on the time when the exchanges had all the power of rate-making in their own hands as belonging to ancient history. The records show that increases in selling commissions were made in 1906, 1912, 1918, and 1920, and the patrons of those yards had no recourse against such imposts.

In 1922 this association, the National Wool Growers' Association, and affiliated organizations filed a complaint with the Secretary of Agriculture under the Packers and Stock-Yards Act, alleging that the charges were unjust, excessive, and discriminatory, citing as defendants the exchanges of Chicago, Kansas City, Omaha, St. Paul, and Portland. After a certain amount of discussion and negotiation with officials and others, it was agreed by both sides that the whole question be submitted to the arbitration of two officials of the Packers and Stock-Yards Administration. The result was a reduction in commission charges, but one wholly insufficient from our point of view. Nevertheless, we have loyally abided by the decision and have made no attempt to reopen the case.

At least one of the exchanges has shown less scruple. In January, 1926, in a moment of evil inspiration, the Omaha Live Stock Exchange filed a new tariff, putting into effect an increase in rates. The tariff was suspended by the order of the Secretary of Agriculture, and the resulting hearing afforded the opportunity for an examination of the whole question of rates and charges. The hearing was attended by officers of this association and of several of our affiliated organizations most directly interested in the Omaha market. The secretary's decision was published in November. It includes a clear recitation of the salient facts as they were developed, and gives due weight to every factor in the case, but proceeds by a logical process to an inevitable conclusion. It is interesting to us to find that the new scale of rates put into effect by this order of the secretary agrees very closely with those that this association has heretofore contended for as being just and reasonable.

TARIFF

I do not know that Congress is competent to solve the problem of farm relief, but there is one concrete thing that it could do for us which we have repeatedly demanded, and which in simple fairness ought to be done—that is, to give

us a duty on hides. So long as it is the policy of this government to protect domestic industry, we are entitled to our share of that protection. For my part, while our claim in this respect is ignored, I cannot consider the expressions of solicitude for the interest of the farmer and stockman, and of sympathy for him in his troubles, that emanate from Washington, as anything but empty air. We do not want their sympathy, we do not want their patronage; what we want is definite action and a square deal. I am glad to be able to say that Secretary Jardine is on record in favor of a duty on hides.

There is another commodity on which we think the tariff does not do for us all that it should do. I refer to prepared meats. The present duty of 20 per cent ad valorem is insufficient to protect the domestic product. Canned corned beef from South America is sold in every grocery store. The remedy in this case is in the hands of the Tariff Commission. It is within the power of that body to raise the import duty by 50 per cent. We have frequently called their attention to the situation, but hitherto without result. In view of the period of storm and stress through which the cattleman has passed and is still passing, it would be peculiarly appropriate to afford us such relief as an increased tariff on this article would give; and this could be done by the commission by a stroke of the pen. I submit that, as producers of an important national food, we are entitled to as much consideration as a manufacturer of straw hats.

LIVE-STOCK ESTIMATE FOR 1927

A DECREASE of 1,627,000, or 3 per cent, in the total number of cattle in the United States during the year 1926 is indicated by the report issued by the Bureau of Agricultural Economics of live stock estimated to be on farms and ranches on January 1, 1927. The decrease was general throughout the country, except in the Southwest, but was especially marked in the Corn Belt, and more particularly in the area west of the Mississippi. For the second successive year, milk cows and heifers over two years old showed smaller totals. Sheep, on the other hand, increased by 2,045,000, or about 5 per cent, the increase being general throughout most of the important sheep-raising states. Total swine numbers showed a gain of 481,000 head, or approximately 1 per cent. In the north-central states there was a large decrease, but all other regions increased.

Following are the figures for 1927, as compared with 1926:

	Jan. 1, 1927	Jan. 1, 1926
Horses	15,279,000	15,840,000
Mules	5,734,000	5,733,000
All cattle	57,521,000	59,148,000
Dairy cows, two years and over.....	21,824,000	22,148,000
Dairy heifers, one to two years.....	4,080,000	3,909,000
Sheep	41,909,000	39,864,000
Swine	52,536,000	52,055,000

MIDDLE WEST EXPERIMENTING WITH BEEF-BREEDING

J. E. P.

A NEW DEVELOPMENT in the beef-cattle business, and one that promises steady, if not rapid, expansion, is maintaining a herd of pure-bred or high-grade cows, with a pure-bred bull, on the purely pastoral land east of the Missouri River. This season Chicago receipts have included a substantial increase in the number of little cattle produced in that manner. Some have carried high finish, selling from \$12 up; others were grass product, marketed on a 100- to 120-day feed,

and selling at \$10.50 to \$11 largely. This operation is based on an annual cow-carrying charge not in excess of cost of standard-bred western cows at weaning time, home-grown calves having the advantage of being acclimated; also teaching them to eat at the creep before they are weaned. In some instances beef-bred bulls have been turned into dairy herds, which owners have wearied of milking.

The practicability of maintaining a beef-bred herd to raise calves for baby-beef making is open to debate, but the fact that it is possible is demonstrated by the success of many people operating on that plan. Of course, everybody is not going into the commercial breeding game, many not being fixed for it; but there is a large acreage of rough land, much of it capable of growing bluegrass, east of the Missouri River, that can be utilized for this purpose. One serious obstacle is contagious abortion, which ends the usefulness of a herd the moment it develops. Cows run with their calves on sweet clover last year did well at low cost per head for the grazing season, raising thrifty calves and materially improving the physical condition of the soil, which is of importance in many sections where fertility has been depleted by continuous corn culture or small-grain raising.

COLORADO STOCKMEN MEET

DURING STOCK SHOW WEEK, as is the tradition, the annual gathering of the Colorado Stock Growers' Association convened at Denver, January 18 and 19. Attracted by the big event at the stock-yards, and favored by the weather, a large delegation of breeders was in attendance. Many interesting speeches were delivered, and important resolutions passed. The latter are here briefly summarized:

Urging a tariff of six cents a pound on green and fifteen cents a pound on dry hides;

Protesting against an increase in freight rates, which should be lowered instead of raised, and acknowledging good service of roads during past year in moving live stock to Denver;

Complimenting Denver Union Stock Yards on securing Colorado mountain-grown hay for feeding;

Petitioning General Assembly to appropriate enough money to continue work for control of bovine tuberculosis;

Opposing any advance in grazing fees on national forests;

Favoring a tax on gasoline sufficient to provide for construction and maintenance of roads in state;

Recommending passage of law authorizing levying of assessment for elimination of obsolete brands;

Advocating a proper system of grading beef, so that consumer will know what he is buying;

Asking State Agricultural College to reconsider its action discontinuing six months' agricultural course;

Opposing bill for closing of private stock-yards as inimical to interests of feeders and finishers of live stock;

Approving bills before General Assembly for co-operation with Biological Survey in eradication of predatory animals and destructive rodents.

Joseph N. Neal, a stockman and banker of Meeker, was chosen to head the association during the coming year, in succession to Harry J. Capps. J. W. Goss, of Pueblo, was elected vice-president, and J. H. Neal, of Denver, treasurer. Dr. B. F. Davis was continued as secretary.

THE CALENDAR

February 23-25, 1927—Annual Convention of Kansas Live Stock Association, Wichita, Kan.

March 1-3, 1927—Annual Convention of Panhandle Live Stock Association, Amarillo, Tex.

March 5-12, 1927—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.

March 15-17, 1927—Annual Convention of Texas and Southwestern Cattle Raisers' Association, El Paso, Tex.

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GRAZING FEES

GRAZING FEES ON NATIONAL FORESTS have been an exceedingly contentious issue ever since the forests, in 1905, were turned over to the Department of Agriculture for administration. After that transfer a fee was imposed, in 1906, which was said to represent the cost of administration. In 1910 a slight increase in fees was made on certain forests, followed in 1912 by a small general increase on all forests. In 1915 a substantial advance, ranging from 50 to 75 per cent over the 1906 basis, was put into effect. In 1916 a further advance was made in the maximum grazing fee. In 1917-19 another increase was inaugurated, practically doubling the then existing rates. This advance, effective March 1, 1919, was said to represent the real value of the forage.

Colonel Greeley was appointed Chief Forester in April, 1920, and soon thereafter recommended another reform in grazing fees. His recommendation was approved by the Secretary of Agriculture, and the Rachford report, dated November 5, 1924, was the result. This report contemplated a general increase throughout all the forests averaging about 100 per cent. On some forests the increase went as high as 200 or 300 per cent, while on others (notably those of Arizona and New Mexico) no appreciable change was recommended. This first Rachford report was predicated on the so-called commercial value of the grazing, as determined by a survey of prices paid for privately owned grazing land, etc. Its submission to stockmen aroused instant and vigorous opposition, and, because of this general protest, the inauguration of the new basis was deferred.

On August 24 and 25, 1926, representatives of the cattle- and sheepmen from national-forest states met

in Salt Lake City for a discussion of the Rachford report and the general importance of federal legislation relative to national forests and the public domain. Recommendations were placed before a subcommittee of the Committee on Agriculture and Forestry of the United States Senate which was then holding sessions in Salt Lake City for the purpose of examining into the whole grazing problem throughout the West. This ultimately led up to the introduction in the United States Senate of the bill known as S. 2584, which later received the approval of both the Secretaries of Agriculture and of the Interior. As to the forests, the bill provided that grazing fees should be "moderate."

Secretary Jardine, being alive to the intense opposition to the Rachford report in certain grazing sections, on January 2, 1926, appointed Dan D. Casement to review it. Mr. Casement submitted his report on June 30, 1926.

Evidently the Chief Forester considered it advisable for Mr. Rachford to recheck his former appraisal. This was done, and the supplemental report was rendered November 1, 1926. In this second report Mr. Rachford recommended that the fees arrived at on the commercial basis of his first report be materially reduced, suggesting a composite decrease of around 25 to 30 per cent. This would seem to indicate the unstable basis used in the first report, or a recognition of other principles than the commercial value.

Mr. Casement's report (see the December, 1926, PRODUCER) recommended an arbitrary reduction in the appraisal fees for Oregon and California, as contained in the second Rachford report, to the level of the average fee proposed for Districts 1, 2, and 3, and then a flat 25 per cent reduction in the resultant fees, and in all fees on other forests where advances were proposed. Mr. Greeley approved the Casement report.

The modification of fees as suggested in the second Rachford report, and the further reduction recommended by Mr. Casement, represent very substantial concessions or reductions from the commercial basis originally proposed in the Rachford report of November, 1924. Instead of approximately 100 per cent, the increase has been whittled down to around 50 per cent.

This furnishes, in tabloid form, the high spots in the grazing-fee controversy, which has been waged for practically twenty years, and brings the whole question up to the conference with Secretary Jardine in Salt Lake City on January 24 of this year, elsewhere referred to in this issue.

In his decision, rendered on January 25, Secretary Jardine deferred any change in grazing fees until 1928, when the advance recommended by Mr. Casement and the Chief Forester will begin, to be distributed over four years, in equal instalments. Thereafter there will be no change for ten years, "unless there should be a material change in conditions."

One important clause in the decision is the following:

An opportunity will be provided to make further reductions which may be found equitable in adjusting the fees fairly as between the different national forests and regions, and to make adjustments which may be needful to establish equitable fees between the different allotments on each national forest.

The officials of the Forest Service have given their assurance that they will proceed immediately to correct these inequitable adjustments. This may mean a lot toward the ironing out of those inequities the existence of which was so ably presented to the secretary at the conference.

Another important feature of the secretary's decision is his promise "to employ the best efforts of the department to secure ample appropriations for range improvements in the national forests." This point was especially emphasized in Mr. Casement's report, in which it was stated: "Permittees are united and forceful in their demand that adequate appropriation be made for range improvements."

If these promises to correct any existing unreasonable and unfair adjustments, and to make needed range improvements, are translated into affirmative action by the Forest Service, then many of those stockmen who are at present very much "on the fence" as to the secretary's decision may look with greater favor on the advance to commence on the graduated scale in 1928.

That the decision of the secretary did not receive the approval of all the stockmen attending the Salt Lake City convention of the American National Live Stock Association is evident from the resolution adopted on the last day, in which "sincere appreciation" was tendered to the secretary for holding the conference, and the belief was expressed "that much has been accomplished toward a better understanding and final solution of this important problem." Those present wanted time to consider the decision, as well as to find out what will be done toward eliminating inequities, and what range improvements may be expected.

The commercial basis for fixing fees has been abandoned. Social and economic conditions are to govern "the principle of fair compensation for the use of the national-forest range." This is a radical departure from the original Rachford recommendation and the heretofore announced policy of the Forest Service. In a question on which so much bitterness has been engendered, it would be too much to expect a general and immediate acquiescence in the decision of the secretary. In the minds of some stockmen, the question is far from settled. Time alone will tell. Politics may creep in; Congress may act. However, a better understanding on both sides exists. A wise administration of grazing on the national forests will do much toward relieving the present doubt and criticism

of some permittees, and will promote the greatly needed co-operation. We hope the decision of the secretary and the future administration will grow in favor.

Mr. Casement did a conscientious job. Secretary Jardine did what he considered just and fair to all the interests concerned, performing his task fearlessly and promptly.

* * *

While grazing on national forests may be nearer an amicable settlement, the question of a sane regulation of grazing on the remaining unappropriated public domain seems about as far off as at any time since it was first broached, thirty years ago. This in spite of the approval of the Secretary of the Interior of the bill now pending before Congress.

At the Salt Lake City conference in August, 1925, those representing the cattle and sheep interests favored this regulation. However, the Butte convention of the National Wool Growers' Association went on record as opposing it at the present time. At the Salt Lake City convention of the American National Live Stock Association a resolution was adopted, by divided vote, favoring such regulation. In certain western public-land states the opposition to this legislation seems more formidable than in previous years—even on a local-option basis. Such regulation is vitally necessary in some states; others seem to think they can get along without it. The demand that the remaining unappropriated public domain be turned over to the states is becoming more insistent. Perhaps in the remote future such a plan may eventuate, but for the immediate present what is left of this public domain should be regulated as to grazing, so as to conserve the grass and promote its best use. There is no likelihood of any action by Congress on this matter at the present short session.

GRADED BEEF AT RETAIL

IT IS REPORTED that retail meat shops in New York City which have installed the grading service offered by the Department of Agriculture have increased their trade from 20 to 50 per cent. Only high-quality meats have been handled, thus lending color to the claims of the "better beef" advocates that the government stamp would stimulate the sale of these grades. Preparations are being made, we are told, to test the plan also with reference to the lower grades.

If those are right who fear that the selling of all beef strictly for what it is would play havoc with the range-cattle industry, it is obvious that the introduction of such a system would raise a new and difficult problem. But we cannot believe that this is so. For one thing, such an assertion is tantamount to declaring

THE NEW PRESIDENT

COWMEN OF THE WEST need no introduction to Luke C. Brite, of Marfa, Texas, the new president of the American National Live Stock Association. Mr. Brite has for many years been a pioneer stockman and prominent pure-bred breeder in western Texas, and his activities are too well known to readers of *THE PRODUCER* to need either comment or praise. He served as president of the Panhandle and Southwestern Cattle Raisers' Association for several years previous to the amalgamation of that organization with the present Texas and Southwestern Cattle Raisers' Association.

He became a member of the executive committee of the American National Live Stock Association at the Phoenix convention in 1913; was first elected second vice-president at Spokane in 1920; and was advanced to first vice-president in 1926, when the association again met in Phoenix.

Mr. Brite is prominent in educational and church circles in his home state. The Brite College of the Bible, which is an adjunct of the Texas Christian College of Fort Worth, was founded and has been liberally endowed by him.

He is a staunch believer in the benefits of organization, and has consistently given of his time and money toward the betterment of the live-stock industry. He will continue the traditions of the association for aggressive and wise leadership. The members of our organization are fortunate in having Mr. Brite at the helm.



L. C. BRITE

that the product of range cattle cannot be sold on its merits — can be sold only if masquerading for what it is not. We doubt if a majority of producers will subscribe to this, or accept all that the statement implies. Besides, it is a fact that the average range steer is as well bred, if not better, than that produced in other sections of the country. Ranchmen with such cattle to sell should profit by this reform.

With the average purchaser it is the government guarantee that counts — the assurance that he is getting good and wholesome meat at the price he is able to pay. If he buys by label, he will know what he is getting.

Prices paid during the past year for the lower types of beefs prove that there is a strong demand for this class of product. No one is credulous enough to imagine that this stuff comes from blue-ribbon winners. It is its price alone that makes it salable.

As true as this is, it appears equally certain that most consumers of the poorer qualities of meat, learning from conspicuous government stamps to discriminate between grades, will ever tend to "stretch a point" — will gravitate (if the expression be allowable) toward the grade next above the one they have been in the habit of buying. This will supply the ranchman with an impulse to improve his methods wherever possible, and to stop raising more trash than he can help. To that extent the whole industry will be benefited.

For years we have been endeavoring to pass truth-in-fabric legislation, with the object of promoting honesty in trade practices. Advantages dependent upon deception or concealment have no place in our economic life. We hope that the marking principle will be consistently carried through, thus placing the scrub and the dairy cow where they belong.

THE STOCKMEN'S EXCHANGE

"FILLS" AND PACKERS' "MENTAL DEDUCTIONS"

OMAHA, NEB., January 15, 1927.

TO THE PRODUCER:

The packer has long complained about the great economic loss due to the practice of filling live stock, particularly hogs, just before going to the scale. In the December *Letter to Animal Husbandmen*, Armour's Live Stock Bureau goes into considerable detail regarding the matter, and makes a number of rather startling statements and revelations concerning the packers' reaction.

I quote from the *Letter*: "The producer claims the right to a 'fill,' on the ground that it replaces the weight lost by his live stock en route from feed-lot to market. He insists on the feed-lot weight as his due, because his only return from feeding is the gain he obtains on his animals."

I do not believe this correctly states the attitude of the average shipper. We recognize that there is a normal shrink, and that this increases as the distance to market increases. In some cases the shrink appears light, due to the fact that the animals were driven a considerable distance to the shipping-point before being weighed, and hence the home weight was a well-shrunk weight.

The morale of the trade will have to be better than it is today before the shipper will ever consent to a change in the system. As long as buyers in the central markets take advantage of every technicality to depress the market—heavy receipts at one point being sufficient to break the market at all points, though the remainder are only fairly well supplied—it is illogical to expect producers to trust to their paying a price that would make up for the absence of a fill. Then, too, the shipper from a distance would be penalized as compared with those living within seventy-five miles of a market, who could truck in their live stock and sell it practically full, without its having been fed at the market.

The *Letter* goes on to list other hazards obtaining in the purchase of live stock—such as diseased animals, piggy sows, soft and oily hogs, bruised and scurfy animals, etc.—and states as an example that the buyer, in making a bid on any carload of hogs, makes a "mental deduction" of the amount necessary to recompense his firm for the average loss sustained on account of the hazards mentioned above, again referring to it as an "annual toll" levied against prices paid producers.

It is, indeed, discouraging to realize that, regardless of the individual care which a man exercises in the handling of his own live stock, he is subjected to a "mental deduction" for the amount necessary to recompense the buyer for the average number of soft and oily hogs, the average number of diseased animals, the average number of sows carrying litters, the average number of bruised animals, etc. We market many carloads of choice fat hogs every winter, running in weight from 225 to 300 pounds, a large proportion of them being

barrows, and it seems to us that we are entitled to a fair market price for them, without any "mental deductions." So far as piggy sows are concerned, it would seem that, with the regular dockers employed by the exchange, the packers' own dockers, and the arbitration board in case of disagreement, if the packer is not fully protected it is his own fault. Certainly such straight carloads of hogs should not be penalized. Should not the "mental deductions" be applied more freely on mixed hogs, hogs which are off in appearance, and where the possibilities of loss are much greater than they are on the many carloads of straight choice hogs which show up at the market every day?

The same thing would apply to other classes of live stock as well as hogs. Under ordinary conditions, the feeder of live stock has too small a margin to permit any extra deductions being made. To penalize animals suspected of disease, or conditions which would affect their meat value, and which only a post-mortem will prove, is bad enough; but to apply it to everything is, in my judgment, a step too far.

F. E. MOLLIN,

General Manager, Kent & Burke Company.

MISCELLANIES FROM NEW MEXICO

HILLSBORO, N. M., January 20, 1927.

TO THE PRODUCER:

I have just finished reading the January number of *THE PRODUCER*, and will say that it is fine; but, in my opinion, it would be a little finer yet if more of the stockmen of the West would send in their newsy letters. I enjoy the whole paper, but have always especially relished the letters under the heading "The Stockmen's Exchange."

In an effort to practice what I preach, I will tell a little about my own locality. The year 1926 was a favorable one for New Mexico, from the cattleman's viewpoint. Demand for all kinds of cattle was good, at prices materially better than any we have had since the dark days of drought and liquidation hit us. While there were a few localities that went into winter with rather scant feed on the ground, the greater part of the state got enough rain to put the stockmen in fine shape for winter feed; and the localities that are short can buy cottonseed cake very cheaply to tide them over. I have seldom seen the ground so thoroughly soaked as it is at present, which, barring an unusually cold spring, assures us of good spring feed.

While we have not enjoyed any great boom in prices the past year, we have had a healthy demand most of the time, at prices much better than those of the previous year. I never saw steer stock so scarce in southern New Mexico as it is today. The demand last fall seemed to seek out every little doggie or cut-back there was in the country. As a result, you can ride for days among the stock cattle and never see a steer above calf age. Large numbers of steer calves were marketed

the past year, both as veal and to go into eastern feed-lots in the fall. Judging from a recent review of conditions, I feel convinced that the yearling steers for sale in this state next spring will be around 50 per cent short of the usual number. This calf-selling game seems to be putting the cattle business on a safer basis than it formerly occupied. A lot of our cattlemen are finding out that there is more money in a \$20 calf in September or October than in a \$30 yearling the following June, while a lot more have been forced by drought or deflation, or maybe limited range, to dispose of a portion of their heifer calves each fall, and thereby prevent overstocking their ranges and understocking their bank accounts—two evils that have caused much suffering among range cattlemen.

Lack of credit is usually considered a severe handicap in any business, but my observation has led me to believe that it has been a distinct advantage to great numbers of our cattle-owners the past few years. Of course, that does not apply to the unfortunate ones who were so badly involved that they were forced out of business. Ever since deflation hit us, and broke so many of our banks, it has been almost an impossibility for cattlemen to borrow any money. As a result, a lot of them have "skib-o-linked" in every way possible, and have managed to exist and keep their outfits together without borrowing. To do this has necessitated selling closer than they used to think they could. If a cow misses two seasons without calving, she goes to the butcher, no matter how young and fine she is. When a cow passes six or seven years of age, and is found dry and fat in the fall, she goes to the butcher. All heifer calves that do not show up well are apt to find themselves on board a car, together with many that do show up well. Ten years ago a man who sold his heifer calves would have been considered a victim for the fool-catcher by most of our range cattlemen; and there are some who have not yet learned that there is no money in cattle on an overstocked range.

While we have enjoyed a good demand and fair prices for all kinds of cattle, prices paid for good wet cows seem to have been badly out of line with those paid for other stock. We still are suffering from a big overproduction of cattle, or something else is wrong when you can buy a good young grade cow for \$25 to \$30, while a six-month-old calf from that same cow will bring from \$20 to \$25. These prices are not for fancy stuff, but for the common run of good grade, white-faced stock.

I note Lawrence Johnson's trouble with needle-grass. I have never noticed any grass like that which he describes here in New Mexico. We have a needle-grass which causes much damage among sheep and goats about once in five or six years. This grass, however, is an annual, coming only from seed, and conditions do not seem to favor it very often; but when the season does hit right it will spring up over great areas.

Well, that Casement report on our forest troubles is out. It looks to me as if it were fair and just; but my view may not be concurred in by all. Now that the hullabaloo is subsiding, I should like to see something done to put the remainder of our public domain under control, before it is completely ruined by overstocking. However, some of the special-privilege boys, who have enjoyed the unrestricted use of the public domain for so long, are not going to be pried loose without a struggle.

H. L. PARKS.

THE CATTLE-GRUB

NEW YORK, N. Y., January 31, 1927.

TO THE PRODUCER:

We note in your issue of January an article on cattle-grubs. The figures which you state as to the damage done by

the cattle-grub in leather are exceedingly conservative, although, of course, official. We feel that this damage will far exceed the figures named, basing our estimate on general experience and theory rather than any actual figures. We greatly appreciate the prominence you give to the earnest efforts which the Department of Agriculture is using to put the seriousness of this damage before live-stock producers. The department has an exceedingly good idea of the cause and the history of the grub, and the leather industry feels that it is highly necessary that there should be real co-operation shown between hide-producers and hide-consumers, in order to help the department to curb this dreadful pest.

A conference has been suggested between representatives of the leather industry and agricultural interests which, we trust, will result in backing up the Department of Agriculture in its fine efforts to curb the trouble. They have shown practical and sound common-sense, and we believe that we should help them all we can.

FRASER M. MOFFAT,
President, Tanners' Council of America.

PROSPECTS GOOD IN SAN JOAQUIN VALLEY

OILFIELDS, CAL., January 6, 1927.

TO THE PRODUCER:

In this west-central part of the San Joaquin Valley we now have had four consecutive dry years. This, together with the depreciation in the price of cattle, has broken the majority of the cattlemen in our locality. Since the winter of 1913-14 we have not had so good prospects for feed as at present, and I hope for a favorable season.

I started herding sheep May 8, 1872. After serving thirteen months' apprenticeship, I was rewarded with \$25 and board per month, which was my start in life. I have followed sheep and cattle contentedly ever since. At seventy-one, I am still in the saddle almost every day, riding the range.

As I look back over these many years, and note the changes that time and conditions have wrought, I miss with regret the former days. The cow ranches are fast disappearing, to give place to agriculture.

A. DOMENGINE.

WINTER MILD IN SOUTH DAKOTA

KENNEBEC, S. D., January 6, 1927.

TO THE PRODUCER:

We have had a good winter in this part of the country, with no snow to speak of, and live stock is wintering well. However, we are short of hay and rough feed, as last summer was the driest season ever seen here, according to old settlers. There are very few cattle left, and not much restocking will be done next spring.

ARTHUR GIFFORD.

TEXAS HAS SPRING TEMPERATURE

CHRISTOVAL, TEX., January 7, 1927.

TO THE PRODUCER:

Today the thermometer registers 70 degrees in the shade in this neighborhood, and has stood at that point for several days, which is not so bad for this time of year. Weeds are coming in, and grass is beginning to grow. Live stock so far has come through the winter in fine shape.

S. N. ALLEN.

WHAT THE GOVERNMENT IS DOING

AT WASHINGTON

BY A VOTE OF TEN TO SIX, the Senate Committee on Agriculture and Forestry on January 11 reported favorably the Capper-Tincher bill (S. 4387), which would amend the Packers and Stock-Yards Act by prohibiting the operation of private stock-yards by packers purchasing part of their supplies at terminal markets. The clauses in the original draft of the bill which would limit its provisions to privately owned and operated yards located within a radius of ten miles from terminal markets handling in excess of 3,000,000 head of live stock annually, have been eliminated. As the bill now stands, any private yards at any markets, large or small, would be forbidden. It does not interfere with buying live stock in the country, provided the transaction is completed there.

* * *

Another amendment to the Packers and Stock-Yards Act has been introduced by Senator Kendrick (S. 5267). This would require a bond to be filed by market agencies or dealers; would place the burden of proof upon the person or persons filing a schedule of new commission or yardage charges; would give the secretary power to suspend any agency unable to meet its financial obligations, as well as those violating the provisions of the act with respect to collection and refunding of charges, establishment of non-discriminatory regulations, etc.; and would give the government access to the accounts and records of the packers and other agencies, fixing the penalty for refusal.

* * *

A new grazing bill (S. 5206) has been submitted by Senator Phipps, dealing both with the public domain and the national forests. In most particulars it follows the bills introduced by him at the last session (see THE PRODUCER for January and April, 1926). The revised bill provides that fees on the public domain shall be fixed by the Secretary of the Interior, and that 50 per cent of the receipts from each grazing district to be organized thereon shall be paid over to the states for schools and roads. On the national forests, fees prior to January 1, 1936, shall not exceed those in effect for the year 1924, and 50 per cent of them are to be turned over to the states — the same as in the 1926 bill. Instead of a grazing board for each state, local boards are to be authorized for each grazing district, and for each national forest or group of forests, the majority of whose members shall be selected by permittees, and whose decisions shall be final unless reversed by the secretary.

* * *

Without dissent, a bill appropriating \$10,000,000 for fighting the European corn-borer has been passed by both House and Senate. Portions of this money will be available to states voting similar amounts for this work.

INTERSTATE COMMERCE COMMISSION DECISIONS

IN THE CASE ENTITLED "Wool Rates Investigation, 1923," decided July 8, 1924, the Interstate Commerce Commission denied the application of transcontinental lines to establish or continue lower rates on wool and mohair from Pacific-coast terminals and adjacent points than from intermediate points to eastern defined territory; condemned the existing rates on wool, and established maximum joint rates to eastern points from all the intermountain territory; condemned the westbound rates to Pacific-coast terminals, and prescribed a new and reasonable basis; but denied the application of complainants for joint rates and through bills-of-lading on wool and mohair from interior points via Pacific-coast terminals and the Panama Canal to north-Atlantic ports.

Subsequently, upon petition of the National Wool Growers' Association and the Boston Wool Trade Association, the proceedings were reopened for further hearing, in so far as they related to the establishment of through routes and reasonable joint rail-and-water rates, and the propriety of transit in connection therewith at Pacific ports and intermediate points, for the transportation of wool and mohair from points of origin west of the one-hundredth meridian through the Pacific ports and the Panama Canal to Boston and other north-Atlantic ports.

On January 3, 1927, the commission rendered its further decision in this case, holding that it had power to establish through routes and to prescribe reasonable maximum joint rail-and-water rates, but that "the establishment of such through routes and joint rates not shown to be necessary or desirable in the public interest, and the failure of the carriers to establish joint rates and to issue through bills-of-lading," were found to be "not unjust, unreasonable, or otherwise unlawful. Finding in original report, 91 I. C. C. 235, affirmed."

The majority opinion was concurred in by six commissioners and one in part. Four members of the commission dissented. Commissioner Eastman, dissenting, said, in part:

"In this case the majority, it seems to me, have, without adequate reason, neglected an opportunity to take a forward step of considerable importance to the country. Sooner or later that step will be taken, but this decision will delay what should be encouraged.

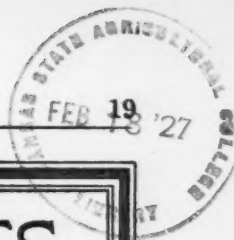
"The consignees of the great bulk of this western wool are a unit in seeking these joint rail-and-water rates, and they are supported by a majority of the consignors. The joint rates are desired, stating the reasons briefly:

"1. To avoid the inconvenience and expense incident to the making out of a new bill-of-lading at the port, and to obtain a through bill-of-lading which will be negotiable like the all-rail bills.

"2. To promote greater stability in the rail-water rates.

"3. To obtain through rates lower than the combinations of local rates to and from the ports.

"The opposition, in the order of its zeal, is furnished by the Pacific-coast ports, the steamship lines, and the rail lines."



Effective January 20, 1927, the Interstate Commerce Commission prescribed a maximum mileage scale of rates on live stock from Chicago, East St. Louis, Missouri River markets, and Fort Worth, to points in Georgia, Alabama, Florida, and Tennessee. The basis established is considerably lower than the combination rates heretofore prevailing.

* * *

The Public Service Commission of Nevada ordered an informal conference at Carson City on February 4, 1927, for the consideration of single- and joint-line rates on live stock between Nevada, California, Idaho, and Utah.

HOGS SHOULD BE IMMUNIZED

TO PREVENT THE RECURRENCE of such widespread outbreaks of hog cholera as invaded the Corn Belt states last fall, the Bureau of Animal Industry advises the immunization of all animals through the early application of anti-hog-cholera serum, either alone or in combination with hog-cholera virus. The latter method is stated to be generally preferable, since it gives a lasting immunity. The treatment, which is a preventive and not a cure, should be applied before infection threatens the herd—preferably when the pigs weigh about thirty-five or forty pounds.

MEAT-GRADING TO BE GIVEN TRIAL

AN AGREEMENT has been reached between representatives of the National Better Beef Association and the Institute of American Meat Packers, and approved by the Secretary of Agriculture, as to placing on sale the two top grades of beef, carrying the government stamp, as soon as the necessary arrangements can be made. The beef will be marked "U. S. Prime" and "U. S. Choice." The proposal is to make this government-stamped beef available to anyone, retail dealer or individual, upon request. It was suggested that the National Live Stock and Meat Board employ a qualified person to disseminate the necessary information to all parties interested.

THE MARKETS

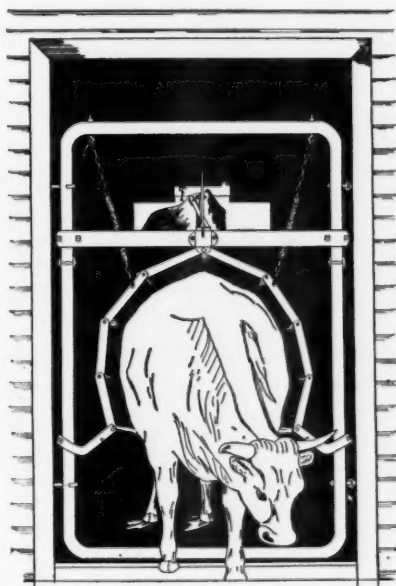
COURSE OF THE LIVE-STOCK MARKET

BY JAMES E. POOLE

UNLESS ALL THE SIGNS ARE AWRY, the cattle market, both fat and stocker, has charted a new course. Since the turn of the year, fat-cattle trade has made an encouraging demonstration of underlying strength, coincident with a somewhat lighter primary movement than at the corresponding period of 1926. Rarely has the least symptom of beef accumulation on the hang-rail been in evidence, and on every short run killers have entered into competition, not only between themselves, but with feeders intent on replacement. The result has been a procession of light, thin-fleshed cattle—the kind that went back to the country a year ago to consume surplus corn—trailing to the shambles. Whenever feeders attempted competition on fleshy steers around or under \$8, killers promptly asserted prior right to possession by bidding 25 or 50 cents over country ideas of what such stock was worth. Stock-cattle dealers have repeatedly sent the fleshy end of their purchases back into the fat-cattle market for sale to better advantage to killers, the country contenting itself with the thin, light end. This is likely to continue all winter, unless feeders recover courage. It is axiomatic that competition with killers on fleshy steers is dangerous, and the country is not disposed to repeat last year's error in this respect.

Discrediting much of the prophecy recently in circulation, the heavy steer has staged a "come-back," selling at \$11.75 to \$12.40 all through January, with a few outstanding cattle up to \$12.75. At that, extreme-weight, overdone cattle were not popular, 1,800-pound bullocks, fed a year, selling at \$10.75.

Let them work for themselves and pay you a profit



Patented January 5, 1926

Larson Automatic Currying and Oiling Machine

Strongly built on steel frame, with flexible arch of special brushes automatically adjustable to different-size cattle; may also be set for hogs. Oiling system automatically releases a measured amount of oil only as animal enters and rubs through arch, brushing the backs, sides and flanks. No waste of oil when not in use—each animal gets just enough.

Animals are naturally eager to rub and scratch. Turn this to good account. Place this machine in a barn door, in gateways to corrals or feed-lots, near the salt or water troughs; they'll be anxious to use it freely, satisfy their desire to rub and scratch with the specially designed brushes, thus cleaning out the old hair and dirt, while the properly medicated oils soon spread over the body. They keep themselves clean, sleek and comfortable, at the same time guarding against attacks of flies, lice, ticks and certain other vermin which infest the skin, cause great discomfort, draining their vitality, and robbing them of weight, all the while you give expensive feed.

Around the Dairy, Feed-Lot, or on the Range

this machine is a boon. It saves labor and worry of hand dressing, especially in the fly season. Just a little attention to periodical renewal of the proper oils (which we can furnish) insures a greater milk production or the putting on of extra flesh by contented feeders. These will rank much higher on the market because of their sleek, healthy appearance, showing off their natural fat.

Notice that the Larson Automatic Currying and Oiling Machine has exclusive patented features. Hundreds of users will testify as to its special efficiency and superiority. It actually gets results at very low cost without waste, often saving its cost on a single load of cattle.

Circulars and prices sent on request. County and State Agents wanted.

The Antiseptic Products Company

3105 Walnut Street

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Denver, Colorado

But this market for a few heavy cattle does not indicate broad or increasing demand for such product, the fact being that, although but little heavy beef can be used, a small quantity is needed weekly, and whenever such cattle are scarce they get competition. Making them is attended with hazard, especially if they are carried on full feed a year or more. One load of 1,600-pound, \$12 cattle in January had been on corn fifteen months, and were never out of the dry lot all last sum-

mer. Contrast an operation of this character with \$11 yearlings fed seventy-five days on corn; and the latter process is both profitable and economical.

Three mid-winter cattle markets developed as January worked along—one for long-fed heavy steers and choice yearlings from \$11.50 up, another for the great mass of short-fed steers selling anywhere from \$9.50 to \$11.25, and a third for warmed-up light cattle from \$9.25 down. Anything with a little weight got by—even plain and rough big steers. Never before has the character of the cattle supply changed so suddenly and radically. Almost overnight the trade ran from a crop of long-fed bullocks, dressing 60 per cent or better, into one dressing 57 to 59 per cent of beef. Surplus fat and weight no longer elicited complaint, and, with characteristic perversity, buyers were in the saddle at break of day, riding hard for finished bullocks of any weight, preferably 1,300 pounds and up. Heavy steers that were hard to move in December at \$9.50 to \$10 jumped to an \$11.75 to \$12.25 basis, getting over the scales before noon, where previously it had been necessary to carry them over night and even the week-end.

An era of good feeling at the market, in which feeders participated, exerted a magnetic influence on cattle in the feed-lot. Poor corn, scarcity of roughage in many sections, muddy feed-lots, and other adverse influences accelerated liquidation of short-fed cattle, much of the run going to killers in merely good feeder condition. Bankers, as a rule, decline to supplement first cost of cattle with feed loans; otherwise many feeders would have invested in cottonseed products. The result was widespread, killers getting "ornery" steers with a little tallow on their ribs at \$7, when good, weighty bullocks were worth \$12.75. Always they wanted cheap steers—under \$8.50—indicating a broad demand for the cheaper grades of beef.

Conspicuously absent has been the grist of reactor cows that played havoc with cheap steer trade a year ago, when the testing craze went through Illinois and Wisconsin dairy sections. That furore has subsided, such testing as is now being done having an orderly trend that is not upsetting the market. A year ago feeders were taking out considerable numbers of fleshy cattle at \$8 to \$8.50, to cut down the corn surplus; this season there is no such thing as an excess of feed. Considerable corn has piled up at the terminal markets, which would have been in better position back in the country, and is against the cash price; but in many sections feeders are paying 70 cents for new corn of inferior quality, and wondering what the tempest of last winter concerning surplus corn was all about. Considerable cottonseed cake has been used in the Corn Belt, with good results, although few bankers were in a mood to encourage feed-buying, especially when it was up to them to meet the draft.

All the cheaper grades of cattle are selling relatively high. Heifers anywhere from \$7 to \$10.50, cows from \$5.50 to \$7.50 and even higher, canners and cutters at \$4.25 to \$5, and bulls at \$6.75 to \$7 suggest that boners and sausage-grinders are doing a voluminous business. At no time has the market been overloaded with cheap cattle, and, as the season works along, prices are likely to rule higher—at least until Texas cake-fed product is available. The trade can use merely a few bullocks selling from \$11 up, but an incredible quantity of beef cut from lower-grade steers and butcher cattle is required weekly.

A soaring hog market has been a radically different trade from that of a year ago, when light shipping and heavy butcher hogs sold more than \$1 per cwt. apart. With the top about \$1 per cwt. higher than at the corresponding period last year, average cost has been about the same, or around \$12 per cwt., Chicago basis. About the middle of January, packers threw up their hands, after strenuous resistance to a bull movement since early in December. Around \$11.50 hogs did

More Than 600 Bulls

have been consigned to the

ROUND-UP HEREFORD SALE

February 28, March 1, 2, 3
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February 28, March 1, 2, 3, 1927

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not look attractive from an investment standpoint; at \$12 packers had money to spend. The spread, which was about \$5 per cwt. between packing sows and top hogs a few months back, gradually narrowed until everything from 160 to 300 pounds was within a range of 10 cents per cwt., or \$12.10 to \$12.20, and packing sows were worth \$11 to \$11.25. Packing-town is rarely right concerning the hog market, and, while no threat of \$10 hogs was heard on this occasion, that was the objective of the ill-fated bear campaign.

The winter beef crop may not be seriously short, but that hog production is woefully deficient is an open secret. How short this hog crop is will not be known until it has been gathered. Mortality all over the Corn Belt last fall was serious, but indeterminable—at least until the crop is in. Territory

east of Chicago has been curtailing hog production, and in the dry areas of Iowa, Nebraska, and South Dakota it has been necessary to ship pigs out, owing to lack of corn. It is true that most of these pigs have been transferred to other sections of the Corn Belt for finishing purposes, but they merely replace pigs that succumbed to the scourge, and do not represent net gains. Certainly Omaha, Sioux City, and St. Paul will be short of heavy hogs late in the winter, and current receipts at Chicago do not indicate plenitude. It is true that the big packers have embarked on a country-buying campaign that diminishes their purchases at the central markets, but this policy has precipitated keen competition between interior packers and the big outfits, and is an ill-disguised scramble for a share of a short crop. Export demand for both meats and lard has been curtailed, Europe having utilized cheap American corn to rehabilitate its war-depleted swine herds; but domestic consumption is enormous, stocks of both meats and lards being light, and distributive trade on a hand-to-mouth basis. But for heavy production and cheapness of cottonseed oil, lard would have been on a 14-cent basis before this. Never before has the price of top hogs and lard been on a parity at this season.

Corn Belt lamb-feeders bid for trouble last summer and fall, garnering an abundant harvest. The fat-lamb market has been in a bad rut all winter, and, while the aggregate loss will never be even approximated, it will run into seven figures. Being distributed over the entire farming region from the Missouri River to the Alleghanies, no farms will be lost or banks closed as a result, but a danger-signal has been hoisted, and the Corn Belt feeder has adopted the "cheaper lamb" slogan sounded in Colorado after the debacle of a year ago. It has been a \$12 to \$12.75 fat-lamb market all winter. Occasionally \$12.50 has been the stopping-point, and \$13.25 has been paid in a few instances; but most of the time it has been a "rubber stamp" market, to use trade parlance. Late in January a mild buying furore carried feeding lambs up 50 cents per cwt., to \$12.50 and \$13, with an occasional load at \$13.25, indicating that someone is willing to take a chance on a higher market in April and thereafter, on the theory that northern Colorado and western Nebraska are short. Fat sheep have been scarce right along, making a strong market, which advanced to a \$7 to \$8 basis late in January.

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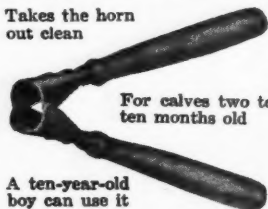
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DENVER STOCK SHOW ONE OF BEST IN HISTORY

BY L. M. PEXTON

Traffic Manager, Denver Union Stock Yard Company

THE 1927 NATIONAL WESTERN STOCK SHOW, held at Denver during the third week in January, was one of the best in history, especially in point of results and distribution of feeding and breeding stock offered for sale. These classes, as well as fat stock, brought considerably higher prices than for the last few years.

The feeding-cattle auction was one of the best ever held. A total of 271 carloads passed through the ring to new owners. The champion carload of feeders—a load of Herefords shown by Banning Lewis, of Colorado Springs—went to the Charleston Cattle Company, of Charleston, Ill., at \$20 per cwt. The champion load brought \$16.75 last year, and \$13 in 1925. Total cattle receipts for the week were 30,903 head, compared with 20,926 head in 1926—an increase of about 50 per cent. However, due to the increased demand, the market was better this year than last, even with the larger receipts. More buyers from the Corn Belt were in attendance than ever before. During the week, a total of 871 cars of feeding cattle were shipped

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to twenty different states. A few of these follow: Nebraska, 364 carloads; Colorado, 186; Iowa, 134; Indiana, 35; Illinois, 16; Kansas, 21.

Over 100 carloads of bulls were offered for sale during the show. All good bulls were rapidly cleaned up, and there was practically a clearance of everything offered. The average of thirty-nine bulls sold in the Hereford auction was \$597, compared with \$453 for forty-four head last year, and \$410 for thirty-seven head in 1925. Over 1,600 bulls were disposed of during the week. Eight carloads sold on Sunday before the show. Prices generally were considerably better than last year, indicating greater confidence in the industry. Buyers were in attendance from all western states, as well as Canada. Senator Kendrick, of Wyoming, and Governor Adams, of Colorado, each purchased a carload. Texas producers took fifteen carloads, Wyoming about the same number, and Colorado twenty-five.

The grand champion steer, a Shorthorn, was purchased by the Rock Island Railroad at \$1.52½ cents per pound. The Burlington Railroad took the grand champion carload at \$25 per cwt. These prices compare with \$1 per pound and \$19.75 per cwt. paid last year. In the single entries, the Colorado & Southern took thirteen head. A total of forty-two different buyers took the 210 animals offered for sale, at an average of \$15.10 per cwt. The support given these sales by the railroads the past two years really shows an interest on the part of the roads in their largest clients. The Rock Island paid \$1,281 for the prize steer; the Burlington paid \$3,535 for its load of cattle. This line also purchased several single entries, the grand champion hog, and four carloads of prize hogs. It paid out over \$10,000 for prize stock at the Denver show for service in its dining-cars.

The sheep end of the show was well represented by breeders from all over the country. The grand champion lamb was purchased by the Albany Hotel, of Denver, for 69 cents per pound. Seven loads of fat lambs, entered in the show, sold for an average of \$15.82 per cwt.—about \$4 per hundred above the market. During the week, although the feeding season for lambs has been over for several weeks, ninety-three carloads of feeding lambs were sent to six different states, Colorado feed-lots receiving the largest number—sixty-five cars.

The horse show was possibly the best for several years. Attendance by Denver and outside people was good, there being several evenings when every seat was sold.

The interest in the show by breeders and feeders of live stock, bankers, and all others indicated a growing confidence in the live-stock industry, and a shortage of good feeding cattle and bulls. The feeling seemed to be that the hard times were past, and that the prosperous conditions which we have been hoping and waiting for for several years were just around the corner.

* * *

In connection with the above, it is worthy of note that at the National Western Stock Show this year both grand championship and reserve grand championship for calf and yearling bulls in carload lots were won by the Wyoming Hereford Ranch, at Cheyenne. In 1926 this concern likewise was awarded grand-prize honors for its yearling bulls.

THE DENVER MARKET

BY W. N. FULTON

THE CATTLE MARKET at Denver had a very satisfactory tone during most of January. Good fat steers were selling at \$8 to \$9 early in the month; later the choice kinds were quoted at \$9.75 to \$10, although very few good enough to bring

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Denver Union Stock Yards



NATIONAL WESTERN STOCK SHOW, DENVER, 1927

the price were received. At the close choice steers were quoted only up to \$9.50. Heifers were selling at \$8.25 to \$9 for good to choice grades early in the month; they went to \$9.50 during the mid-month sessions, while choice kinds sold at \$9 on the closing day. Cows that sold at \$6 to \$6.75 early in January were bringing \$6.25 to \$7 thirty days later, although since the close prices have suffered some decline. A strong demand for feeding and stocker cattle resulted in sharp advances in this department of the market. Early in January good feeding steers were selling at \$7 to \$7.50; by the middle of the month they had advanced to \$8.10 for good grades, while show stock sold much higher, and at the close good fleshy steers were going back to the country at \$8.25 to \$8.75.

Trade in connection with the National Western Stock Show, held January 15-22, was record-breaking. All stock sold readily, and prices averaged higher than at any show

held in Denver since 1920, indicating a returning confidence in live stock among western growers and the dawn of better times in the industry. Dealers are predicting a good market for fat cattle during the spring marketing season. It is pointed out that the supply of cattle in feed-lots is not excessive, while demand apparently is good. Well-informed dealers look for a scarcity of choice fat cattle by the end of March, and a material improvement in values.

Hogs.—Hog prices were well maintained during the month, and those who have been predicting sharp declines in the market during the present winter packing season are beginning to withdraw their forecasts. All buyers purchased liberally. Local packers bought a great many hogs here, in addition to liberal direct shipments received, while California and other shipper buyers took a good share of the daily supply. Tops were selling at \$11.85 at the beginning of the month,

Car Shortage Overcome by Co-operation

The Santa Fe gives this a practical demonstration in 1926. You are invited to read this account of an achievement which saved Santa Fe patrons millions of dollars.

Five years ago one of the most serious transportation problems was the handling of very heavy freight traffic resulting from unusually large production and requiring prompt movement to secure favorable markets.

Even though the railroads did their best, car shortage and congestion were the natural results of such peak movements. And because of this slowing up everybody suffered. Such losses involved not only large sums of money, but partial paralysis of business. These transportation enemies now have been overcome.

To illustrate, the Santa Fe in June and July, 1926, had an enormous wheat crop to handle from Kansas, Oklahoma and Texas to the big markets. To provide for prompt handling 12,500 box cars in first-class condition had been distributed on sidetracks in the territory where they would be needed.

The demand for cars, however, resulting mainly from the use of "combines",—which converted wheat standing in the field in the morning into wheat ready for loading in the afternoon,—was largely in excess of what had been anticipated.

For fifty days the average wheat loading was 1,050 cars per day, exceeding all previous records by 84 per cent, with one single day's maximum loading of 1,569 cars.

This huge crop, notwithstanding the new and rapid method of harvesting, was moved

with a negligible car shortage, without congestion, and with little or no delay, something never before accomplished under similar car-loading demands.

What made such a result possible? Co-operation of everyone interested and the loyal and efficient work of Santa Fe employees.

To meet the crisis the Car Service Division of the American Railway Association, with the consent of other railroads, diverted to the Santa Fe every available box car at Chicago regardless of ownership.

The Santa Fe also had the most hearty and helpful co-operation of Regional Advisory Boards, Terminal and Port Committees, State Grain Inspection Departments, State Railway Commissions, and the United States Shipping Board. Shippers and receivers of wheat also helped. And there was the whole-hearted support of its own employees.

This is a practical and convincing proof that co-operation can meet every transportation demand, eliminate car shortage and congestion, and save producers and shippers hundreds of millions of dollars annually.

The Santa Fe wishes to express its sincere appreciation of this co-operation and of the efficient and loyal service of its employees.

W. B. STOREY, President
The Atchison, Topeka and Santa Fe Railway System

while \$11.75 was taking the best later. Fluctuations were not heavy. An encouraging feature of the trade is the strong demand for stock and feeding pigs, and the large number that have gone back to the country for finishing.

Sheep.—A strengthening of prices all along the line was the feature of the sheep and lamb trade. Fat lambs sold at \$11.75 to \$11.90 early in the month, while at the close good qualities were finding outlet at \$12.35 flat or \$12.60 freight paid. Feeding lambs were selling a month ago at \$12.75, while choice lambs sold late in the month up to \$13. Fat ewes sold at the close of the month at \$7 to \$7.50—an advance of 50 to 75 cents compared with the earlier part. A feeling of optimism as to the future of the fat-lamb market pervades the local trade. Eastern feed-lots are being rapidly emptied, and the talent predicts that when eastern liquidation is finished, as there is every indication of its being at a comparatively early date, the market will show considerable improvement, and those western finishers who put stock in late will have an opportunity to reap a profit on their winter's feeding.

Horses.—An active horse trade and good demand for stock resulted in liberal shipments of horses and mules to Denver during January. Prices were firm, and dealers look for a good demand and brisk trade throughout the year. Heavy drafters and work-mules sold from \$125 a head up, with good chunks at \$60 to \$100, and light horses and mules from \$40 down.

STOCKERS ARE STAGNANT

WINTER CONDITIONS in the Corn Belt and all over the territory east of Chicago have not been conducive to free buying of stock cattle. Prices have ruled on about the same basis as during the corresponding period of 1926; hence there has been a disposition to hold off. Fleshy feeder trade, on a broad scale a year ago when the whole Corn Belt was buying cattle to use up the corn surplus, has dropped almost to the zero point. At Chicago, killers have grabbed any kind of a fleshy steer convertible into a decent grade of dressed beef, and whenever feeders showed a disposition to take out that kind killers have effectively stopped them by raising their bids 25 cents. At the Missouri River a few fleshy cattle have gone to the feed-lot at \$8.75 to \$9, but, in the main, country trade in thin cattle has been done at a range of \$7 to \$8.25. Under \$7 it is a deal in common steers.

The winter movement to the country has been on an appreciably smaller scale than last year, and the heavy direct movement of that period from western pastures to feed-lots east of the Missouri River has dropped to small volume. A year ago buyers were scurrying all over the trans-Missouri region in quest of anything wearing a hide and capable of converting corn. Present feed conditions may not warrant the investment, but the fat cattle for thirty days past should have furnished the necessary incentive. There is a general disposition to await stock-cattle developments, on the theory that fewer will be needed. However, the situation and the prospect are both strong. If the winter movement of stock cattle to the country has been light, there is a potential demand that cannot be ignored, and, if inquiry is an indication, a lot of light steers will be needed toward the rise of grass, the probability being that fleshy 900- to 1,000-pound cattle will have an inning.

Late in January, New York, Pennsylvania, Virginia, and Tennessee pasturemen were in the market for light cattle with decent quality to go on grass, paying \$7 to \$7.60 per cwt. Ohio needs cattle, and Wisconsin will be in the market later. The Denver show sale of stockers was an indication of the groundswell. Meanwhile, the crop of thin and fleshy steers that went to the feed-lot last fall is being persistently pumped out, with

no corresponding effort at replacement. Sooner or later the owners of most of these cattle will be in the market. Poor corn and scarcity of roughage have naturally exerted a somewhat repressive influence on winter buying, but the wise guys in the business have been anticipating spring needs at every opportunity. Along in March there will be a broad market for thin yearlings, at prices close to quotations on fat stock. Right now a load of well-bred thin yearlings would earn \$9 per cwt. at Chicago, and a \$10 trade is possible. In fact, contracts have been made at that figure for April delivery in Iowa.

Rapid expansion of the sweet-clover area will call for more light cattle for summer grazing and feeding right along. Feeders have discovered that cheap gains may be made on this feed, and that such cattle can be fitted for the butcher on seventy to a hundred days' feed to make a little money. Unless all the handwriting on the wall is deceptive, the stage is set for a high, active spring stocker market.

Herd Bulls

Range Bulls

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CALF PRICES RISING

EARLY CONTRACTING of the 1927 crop of standard-bred western calves, in much the same manner that western lambs have been engaged in recent years, is in prospect. The 1926 crop was garnered closer than ever before, not only the Southwest, but Montana, the Dakotas, and Wyoming, being ransacked by eastern feeders for beef prospects. Sales held late in the fall recorded values little short of sensational, creating apprehension that the breeder has already pocketed the profit on the crop which will go to market next summer and fall. The high point on the crop was \$16.50 per cwt. paid at Chicago in December by John Hubly, of Mason City, Illinois, for a string of pure-bred Angus calves weighing 500 pounds, bred by Stanley R. Pierce, of Creston, Illinois; but several purchases of northern-bred calves were made by Illinois feeders at \$40 to \$50 per head. At the Kansas, Illinois, sale in November, 1,000 head of the Bert Mitchell calves from Marfa, Texas, averaged \$45 per head on steers and heifers—400 head averaging \$48, and one choice carload weighing 380 to 400 pounds making \$60.

GOOD SHORTHORN BULLS

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Miles City, Mont.

Standard-bred calves are earning substantial premiums by reason of uniformity and feeding-out capacity, furnishing breeders with incentive to purchase good bulls and improve the maternity side of the herd; but there is a limit to commercial values, and, if consensus of opinion is worth anything, it was reached in the case of calves last fall. Auction sales of calves in feeding sections enable western breeders to establish direct contact with feeders, and such events usually engender competitive enthusiasm that favors the seller; consequently cowmen will be reluctant to contract their increase on any other basis than that established last fall. "Calves have reached high levels, but what can the feeder do about it?" said Ralph E. Wilheit, an extensive Edgar County, Illinois, feeder. The situation is prompting many to start cow herds for the purpose of growing their own calves, enabling them to secure the profit on both ends or either phase of the operation. It promises to be the next important development in the cattle business, and should inject life into a recently dormant pure-bred industry.

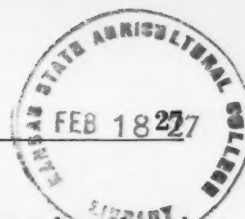
Right now anything resembling a beef prospect is in demand. In Iowa local calves of the 1926 crop are worth \$10 per cwt. for April delivery, when they will be at the yearling stage ready for summer beef-making. Expansion of the Corn Belt area in sweet clover is creating a broad demand for yearlings for summer roughing purposes, the intention being to make cheap gains until early in the fall, when the cattle will be put on feed for a short period—seventy to eighty days—a practice that has been very profitable this season.

Canada has an opportunity to get back into the cattle business on the early-maturity basis. Last fall several thousand Alberta calves, concentrated at Calgary, were shipped to north-western Ohio at a cost f. o. b. of \$21 to \$24 per head, averaging around 400 pounds. These cattle are high-grade Shorthorns and Herefords—good doers in the maturing stage; and, with a tariff charge of around \$6 per head, they are able to jump the duty hurdle without serious inconvenience. So well pleased have Ohio buyers been with their purchase of Alberta calves last fall that they are making overtures to Alberta breeders for their 1927 crop. Western Canadian breeding herds have been so seriously depleted since the Fordney tariff practically closed the United States market to them that no serious invasion of our stock-calf market will be possible for several years, even if Canada does take its cue from what is happening at present by reinstating its cattle industry on a logical and economic cow, calf, and yearling basis. The Chinook pastoral area along the base of the Rocky Mountains is one of the best breeding-grounds on this North American continent.

FEEDERS TO STRIVE FOR LOWER LAMBS

EIGHT CENTS FOR LAMBS at western loading-points—a slogan sounded by Colorado and Nebraska feeders last year—has been adopted by farmer-feeders in the Corn Belt, who were solely responsible for the market of last season, which enabled western breeders to collect in advance the profit on the season's crop. Eight cents on the range means ten cents at Chicago. In 1924 and 1925 feeding-lamb prices were relatively high, owing to competition between Corn Belt feeders for the thin end of the western crop, which had several thousand buyers, while the fat end was restricted to narrow competition among a few killers. Paying approximately fat prices for thin stock does not savor of good judgment, as it is based on assumption of a high winter market for the finished product.

The operations of a coterie of speculative dealers have been in no small degree responsible for excessive enthusiasm over lamb-feeding in the Corn Belt for two seasons past. These salesmen have taken to the highways and byways in a cam-



paign that frequently savored of misrepresentation regarding the outcome of the operation. Losses incurred by farmer-feeders during the season just closing will imbue them with caution and insure lower investment cost, unless a new set of buyers enters the field voluntarily or through dealer agency. Two factors are of major importance in profitable lamb-feeding: safe buying, and securing maximum gains. Amateurs are rarely equal to either problem. The 1927 crop of thin western lambs may not sell so low as feeders have set their peg, but there must be a wider spread between the fat and feeder end of the crop if feeders are to get financial accommodation.

The average Corn Belt banker who financed lamb-buying last fall has been seriously concerned all winter about keeping the money together. In most instances this has been accomplished, but many farmer-feeders have lost their winter's feed. One phase of 1926 lamb-buying that will probably not be repeated on such an extensive scale is pool operations. Pooling has an attractive sound, but in practice the American farmer is still a pronounced individualist.

The example set by northern Colorado feeders last fall in staying out of the market when lambs could not be purchased at what they considered a safe price will probably be adopted by the Corn Belt, and that means lower prices to breeders. At the same time, a large number of lambs will be taken east of the Missouri River, as that finishing operation is popular. A new element that got into the game last fall with ill success will probably drop out, but another new crowd is always due at the market. Feed conditions in the Corn Belt will have much to do with making the early feeding-lamb market, and the outcome of the 1927 corn crop will be a factor later when the main crop appears. A one-season failure will not be sufficient to deter farmer-feeders from laying in lambs, and, if March and April should develop a high set of prices, they will forget all about what happened in January. Human memory is proverbially short.

WOOL MARKET GAINING STRENGTH

RAW WOOL has gained strength during the past month. At the January London sales, Merinos advanced 5 per cent, cross-bred values hardening. At Sydney keen competition developed, and at Melbourne United States and Japanese buyers were contenders for a large share of the offering. The domestic market has hardened, and, now that inventory-taking in eastern lofts is over, dealers are showing a disposition to replenish depleted stocks. They are even manifesting interest in wool on the sheep's back, paying 35 cents in Montana and 32 cents in Wyoming during January. Three million pounds of Texas wool were acquired on eastern account during January. While no sharp advance in values is expected, the market is considered in healthy position, with conditions more favorable to the grower than a year ago, when stocks of manufactured goods were heavy.

The ill-concealed fact is that a new era in wool-merchandising is here. Hand-to-mouth buying by mills makes mass purchasing by dealers risky and inadvisable. The present tendency is to consume wool as rapidly as it can be produced, which will narrow the gap between producer and ultimate consumer. Retailers, wholesalers, and jobbers have definitely adopted the policy of carrying small stocks, which will necessitate a change in the accepted method of financing the clip, the probability being that growers will be under the necessity of shouldering a portion of that responsibility.

Stocks of foreign wool in bond in this country are about the same as a year ago, but at that time a large quantity of wool had been bought abroad and was en route to Boston; today the quantity en route is small, affording opportunity to clear eastern lofts of domestic wool before the 1927 clip is in.

FEEDSTUFFS

DUE TO THE HIGHER PRICE of cotton, cake and meal of 43 per cent protein content have advanced \$5 since a month ago, selling on February 3, f. o. b. Texas points, at \$30.20. At Kansas City the hay market on February 1 was as follows: Prairie—No. 1, \$15 to \$16; No. 2, \$14 to \$15; No. 3, \$10 to \$13.50; packing, \$7.50 to \$9.50; alfalfa—select dairy, \$24 to \$27; choice, \$22 to \$23.50; No. 1, \$20 to \$21.50; standard, \$18 to \$19.50; No. 2, \$15 to \$17.50; No. 3, \$13 to \$14.50; timothy—No. 1, \$16 to \$17; standard, \$15 to \$15.50; No. 2, \$13.50 to \$14.50; No. 3, \$11.50 to \$13.



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SCREENED COTTONSEED CAKE, nut and pea sizes, specially prepared for range feeding, and COTTONSEED MEAL, sacked net 100 pounds full weight.

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**COTTONSEED CAKE, NUT SIZE
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SCREENINGS
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in straight carloads, or mixed to suit your requirements. Before you place your order, get our prices delivered at your receiving stations.

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Sweetwater, Texas

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-four markets for the month of December, 1926, compared with December, 1925, and for the years ending December, 1926 and 1925:

RECEIPTS

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Cattle*.....	1,845,681	2,056,242	23,871,550	24,066,684
Calves.....	518,820	586,350	6,837,231	6,949,897
Hogs.....	3,909,928	4,379,974	39,771,596	43,928,755
Sheep.....	1,706,108	1,607,882	23,868,133	22,100,393

TOTAL SHIPMENTS†

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Cattle*.....	738,863	833,300	9,404,018	9,438,049
Hogs.....	1,475,829	1,618,247	15,172,729	16,265,752
Sheep.....	779,974	771,351	12,449,949	11,709,854

STOCKER AND FEEDER SHIPMENTS

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Cattle*.....	301,233	333,054	3,712,223	3,822,859
Calves.....	28,368	24,906	256,294	229,938
Hogs.....	104,875	76,929	917,074	531,967
Sheep.....	223,280	219,558	4,623,445	4,332,260

LOCAL SLAUGHTER

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Cattle*.....	1,135,554	1,247,810	14,349,668	14,462,034
Calves.....	366,316	405,794	4,822,052	5,158,772
Hogs.....	2,441,078	2,775,825	24,580,427	27,665,387
Sheep.....	933,606	840,109	11,386,768	10,399,402

*Includes calves.

†Includes stockers and feeders.

There has been a notable diminution in the number of cattle shipped to market during the past few months, not wholly evident from the year's totals, as receipts during the first three-quarters of the year were of about normal volume. What this may mean as an index to the available supplies of beef in the country, and its effect on prices in the immediate future, we need not here point out.

Sheep, on the other hand, are coming to market in ever larger numbers, and the movement is liable to continue for some time, keeping prices below the high point reached early in 1926.

IMPROVEMENT IN HIDE DEMAND

BOTH CURRENTLY AND PROSPECTIVELY, the hide and leather situation is more satisfactory than for a long time past. Higher prices have been paid since the turn of the year on all grades of both domestic and foreign stock, accompanied by an encouraging gain in volume. Although no buying rush has appeared in leather circles, shoe-manufacturers are in receipt of more orders than last year, with a prospect of good business all through 1927. Sole leather is the market leader, and sole-leather material is strongest in the hide market.

TRADE REVIEW

OUR FOREIGN TRADE IN 1926

TOTAL EXPORTS from the United States in 1926 were 2 per cent less than those of the previous year, while imports showed an increase of 4.8 per cent, and were second only to the record-breaking volume of 1920. The excess of imports during the earlier months, which threatened to leave us with a deficit for the year, was heavily reversed toward the close, so that the twelve-month period came to an end with a considerable export balance. This balance, however, is rapidly diminishing, and may shortly disappear altogether. Figures for the month of December and the years ending December, 1926 and 1925, were as below:

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Exports.....	\$467,000,000	\$468,305,949	\$4,810,411,579	\$4,909,847,511
Imports.....	361,000,000	396,639,809	4,432,541,627	4,226,589,263
Excess of exports.	\$106,000,000	\$ 71,666,140	\$ 277,869,970	\$ 683,258,248

EXPORTS OF MEATS IN 1926

EXPORTS OF MEAT PRODUCTS and animal fats for the month of December and the twelve months ending December, 1926, as compared with the previous year, were as below (in pounds):

BEEF PRODUCTS

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Beef, fresh.....	192,775	301,759	2,479,349	3,358,523
Beef, pickled.....	1,246,764	1,314,233	19,652,652	20,929,897
Oleo oil.....	7,088,587	8,141,649	96,901,849	91,971,845
Totals.....	8,528,126	9,757,641	119,033,850	116,260,265

PORK PRODUCTS

	December		Twelve Months Ending December	
	1926	1925	1926	1925
Pork, fresh.....	1,330,758	1,379,284	15,564,381	19,820,940
Pork, pickled.....	1,837,618	2,347,188	29,047,435	27,453,160
Bacon.....	9,600,653	16,404,637	147,505,128	176,829,264
Cumberland sides.....	1,147,201	1,783,056	14,180,156	24,746,150
Hams and shoulders.....	12,674,985	19,826,706	183,717,751	251,852,549
Wiltshire sides.....	79,667	2,262,187	6,187,863	14,030,745
Lard.....	62,690,164	68,840,258	689,970,920	688,828,950
Lard compounds.....	1,258,490	1,705,028	10,580,822	14,090,716
Neutral lard.....	1,641,731	1,828,890	18,116,371	18,854,194
Margarine.....	128,207	52,966	1,577,530	744,485
Totals.....	92,889,474	116,430,200	1,125,448,357	1,237,281,157

The most noteworthy change shown by these figures is the large decrease in our exports of pork products in 1926 below the totals of the previous year—19.8 per cent in the case of bacon (including Cumberland sides) and 28.6 in the case of hams (inclusive of Wiltshires). This, of course, only marks the continuation of a movement which has been in evidence for several years past, and is due to the gradual rehabilitation of the swine herds on the continent of Europe.

FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, AUSTRALIA, December 16, 1926.

THE LONG-CONTINUED DEPRESSION in the cattle industry in the north of Australia, where breeders are so largely dependent on the frozen-beef export trade for an outlet, has been made the occasion for recently reviving two schemes that are more or less connected with chilled beef and chiefly notable for the extreme optimism of their promoters.

The first proposes the formation of a company, with a capital of \$55,000,000, that is to construct and operate a fleet of seven 24,000-ton liners. These are to be so run as to cut the time taken on the voyage between Australia and England by one-third, and so facilitate shipments of chilled beef. The establishment of the line is conditional on the British and Australian governments granting the company certain concessions and subsidies; but, even allowing for those, it will probably be found that the possibility of such a heavily capitalized project making a profit is too remote to attract investors. Certainly cattlemen, to whom is held out the special appeal of speedy transport of chilled beef, which at the best must always be twice as long as it takes from Argentina, are not excited about the project.

The second project is more ambitious. In addition to building a fleet of ten steamers, it proposes the acquisition of 25,000 square miles of country in north Australia, which are to be developed so as to carry 500,000 head of cattle. To get over the beef-quality difficulty—a very urgent one in the far north—cattle studs are to be established, from which pure-bred bulls would be distributed. The promoters cheerily talk of in a few years having an annual supply of 100,000 head of prime cattle available for chilling and export. The export part of the proposition would be looked after by the erection of a large packing plant at Derby, on the Western Australian coast, and the steamers utilized for the carriage of the meat. To obtain continuity of supplies, it is suggested that settlers who are to be introduced into the acquired territory shall be encouraged to grow lucerne (alfalfa). The proposed capital is \$60,000,000!

While granting that the latter scheme has some points to recommend it, the proposal is far too grandiose to find general acceptance at this stage. The north of Australia certainly sadly needs developing, and it can probably be done better by private than by government enterprise. It is essentially a cattle-raising country; but when one hears of the owners of highly improved estancias in Argentina, where relatively cheap labor is obtainable, complaining of the unprofitableness of the industry, the outlook for the north of this country does not look too cheerful. Broadly speaking, a languishing industry can usually be revived by finding more profitable markets for its output, lowering costs of production and processing, or improving quality; the last being closely allied to the other two. It has already been acknowledged that the general quality of cattle in the north could be improved with advantage. That would not greatly add to the cost of production, but the expense of growing fodder crops under conditions prevailing there would be out of all propor-

tion to the returns likely to be obtained. The north of Australia lies in the region of summer monsoons. Its principal rainfall is between December and April, and under natural conditions prime fats are available in numbers only between the end of April and the end of September. With lucerne it might be possible to keep the supply up during the summer, though that has to be proved. Anyhow, lucerne cannot be grown for nothing, and it is open to question whether it would do there at all.

With regard to markets: No amount of improvements here will lessen the competition that Australian beef has to meet from South America. Failing the unlikely contingency of Empire preference being obtained, that competition has to be faced, and the one hope of making the industry more profitable seems to lie in reducing costs on this side. The governments have been repeatedly appealed to to lower rates, rents, and taxes, and to make cattlemen's lot easier by increasing transport and watering facilities. Movements are being made in that direction now. However, any corporation with a capital account of \$60,000,000, on which bondholders would assuredly want a steady interest, could not produce much more cheaply than is done at present. That represents the weakness of the scheme; for, even with improved quality, growers will still be up against the competition factor.

Leaving the foregoing fanciful schemes out of the question, there seems to be a prospect of the far-northern cattle-owners with stock available having a rather better time next season. When the drought breaks in Queensland, there is certain to be a strong demand for stock to rehabilitate depleted runs, and, though the demand will principally be for sheep, cattle will participate to some extent. This year (1926), owing to the dry state of the stock routes, it was often impossible to move stock from the good pastures in the north to the meat-works on the coast, or to centers of population in the south, where fairly payable prices obtained. For instance, good average bullocks have been selling at well over \$7.20 per 100 pounds in the Sydney, Melbourne, and Adelaide yards for the last nine months, while the rate in Brisbane has been up to, and frequently over, \$6 a hundred. In normal seasons, breeders in the Northern Territory can overland drafts to the rail-heads serving these markets, and if they net only \$5 per 100 pounds, it pays fairly well. As the south has been forced to rely almost entirely on local supplies recently, there will be so much less available next winter.

Apart from the bulk of Queensland and the northern half of New South Wales, which are very dry, pastoral conditions generally are moderately favorable in Australia. Spring rains have been conspicuously light in many districts, but there is a good body of feed, and stock is keeping in prime condition. An interesting feature in connection with fat-stock markets since the winter has been the way in which increased consumption of lamb has affected the demand for beef. Owing to a big crop of lambs in the south, lambs have been in heavy supply this spring, and a good deal cheaper than usual. This has caused a notable swing-over in butchers' shops from beef to lamb.

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ROUND THE RANGE

RANGE AND LIVE STOCK IN JANUARY

Ranges.—Winter ranges in the West showed a slight improvement during December, as a result of rains in Arizona, Texas, and California, while a minor decline in range feed was reported from the Dakotas, western Nebraska, Oklahoma, and Montana, says the Bureau of Agricultural Economics in its January review. Most of the winter

ranges were open, and feeding was generally light. Desert ranges in Utah and Nevada were greatly improved by snow, while in Idaho they were poor. Condition of the ranges averaged 85 per cent of normal, compared with 84 per cent on the first of December and 88 per cent a year ago.

Cattle.—The cattle outlook was somewhat brighter than last year. The past season was marked with less liquidation,

and the financial situation has improved to the point where a slight tendency to restock is noted in places. The new year found cattle in generally good flesh, except in a few dry spots. Winter conditions so far have been favorable, with very light losses. Cattle in the Southwest are in better condition than a year ago, while in the intermountain region they are a little thinner. Texas has a strong local demand for stocker cattle. Condition of cattle was 90 per cent of normal—the same as the previous month—compared with 92 per cent a year ago.

Sheep.—Sheep conditions on the western ranges were generally favorable at the close of 1926. Winter ranges east of the divide and in the Southwest carried plenty of feed, while in the intermountain country last summer's drought had cut the winter feed a little short. Sheep were wintering well, with light losses. Breeding ewes in Idaho, Utah, and Nevada were not in so good shape as a year ago, but in the other states were in fine condition. Early lamb prospects in California and Texas were favorable. Condition of sheep was placed at 92 per cent of normal, which was the same as the month before. Last year in January it was 97 per cent.

Cattle for Sale

1,000 cows—one brand
500 mixed yearlings
500 two-year-old steers
2,700 coming three and four-year-old steers
400 cows—one brand
200 coming two-year-old heifers
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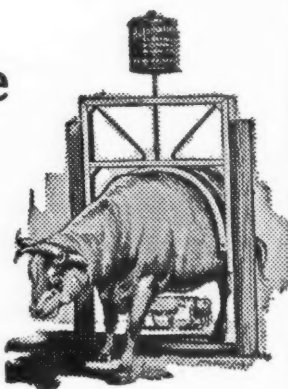
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Works automatically—no oil waste. Spring adjustment fits machine to any size cattle. Every farmer who owns cattle and hogs needs this machine. Made in two sizes—one for cattle, one for hogs.

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PRODUCERS' ASSOCIATION LEADS AT CHICAGO

For the third successive year, the Chicago Producers' Commission Association in 1926 led all other marketing agencies in the volume of live stock handled at that market. Close on a million—or 995,044—head passed through the Producers' hands during the year, valued at \$28,020,613. Of these, 114,526 were cattle and calves, or practically 3 per cent of total receipts at Chicago; 541,965 hogs, or 8 per cent; and 235,899 sheep, or 6.3 per cent. Live stock purchased by the Producers showed a substantial increase over the preceding year, amounting to 53 per cent in the case of cattle and calves, and 46 per cent in sheep.

ARMOUR & CO. HAVE SUCCESSFUL YEAR

The 1926 fiscal year of Armour & Co. ended October 30, instead of December 31, as heretofore, and consequently only ten months' business is included in the last report. Sales, on an annual basis, amounted to more than \$900,000,000. Income, after deducting depreciation and interest charges, was \$8,148,570. The balance on transactions

for the ten-month period, after dividend payments, was \$246,642, which was carried to the surplus, leaving this standing at \$55,054,777.

With respect to the South American operations of Armour & Co., this statement is made: "Difficulties beyond our power to correct have beset the trade there for some time past. Negotiations are in progress, however, which, if successful, should lead to a prompt resumption of profitable operations."

SWIFT'S SALES ADVANCE

Total sales exceeding \$950,000,000—\$75,000,000 more than during the previous year—made the fiscal year ending November 6, 1926, the most prosperous enjoyed by Swift & Co. since the war. About \$483,000,000 was paid to producers for live stock, and 16,969,708 animals were slaughtered by the firm. Net earnings, after interest and depreciation, totaled \$15,645,242, against \$15,379,152 in 1925. The company's surplus for the year amounted to \$3,645,242, bringing the total surplus up to \$73,124,209. Dividends of 8 per cent were paid.

WHERE THE FARMER SPENDS HIS INCOME

Interesting statistics showing the advance in living expenses of the average farmer in the last forty years have been compiled by Professor Ralph A. Felton, of Cornell University. The annual budgets of two generations of the same family, living on the same farm, and in each case consisting of father, mother, and three children, have been compared, with the following result:

	1880	1924
Light, including upkeep.....	\$ 1.73	\$ 99.00
Food	52.00	447.73
Clothing	93.68	280.15
Three children	61.81	411.43
Church	72.20	95.07
Doctor and medicine....	6.40	167.30
Papers and books.....	2.50	161.70
Trips and vacations.....		22.26
Amusements		27.65
General operations,		
coal, gas, auto, labor..	14.96	691.51
Miscellaneous	16.17	159.82
Totals.....	\$321.45	\$2,563.62

Commenting on these figures, the *Nebraska Farmer* points out that, while the eightfold increase since 1880 represents to a large extent added cost of the things which the farmer has to buy, it still more reflects the higher standard of living to which he has accustomed himself, and which means expenditures that did not enter into the 1880 schedule.

Some choice sheep ranges at low prices

Southeastern Montana!

THERE are a limited number of choice unoccupied ranges in Southeastern Montana that will prove of great value to the sheepmen who secure them. The land may be purchased or leased at low figures.

When you think of Montana, remember that it is a vast area and conditions vary considerably. Here in Southeastern Montana the climate is particularly favorable for sheep-raising, and shipping facilities are excellent.

Water is available from natural creeks and springs that may be supplemented with reservoirs and wells.

Live stock from this section has a good reputation because of the sound growth made on the native grasses. Western wheat grass, grama grass, and buffalo grass are a great asset.

If you want full details of this range country, or other available ranges, I will be glad to supply them. If you wish to look the country over, arrangements will be made at your request for the supervisor of agriculture to meet you in Montana.

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The man with a little courage and some capital can make his fortune buying western lands which, as a result of the recent depression, are today cheaper than they ever will be again.

We invite inquiries from responsible parties.

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1,000 three's and four's; also 800 yearlings. Give price, quality, and loading point in first letter. Delivery about May 1.

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SPROUTED OATS FOR NON-FERTILITY

Six virgin dairy heifers that had failed to get with calf after being repeatedly served by different sires at the Department of Agriculture Dairy Experiment Farm, Beltsville, Md., were fed sprouted oats in an effort to correct their barren condition. According to R. R. Graves, in charge of the experiment, five of the six heifers were settled in calf after thirty days of this special feeding. Six dairy cows that had raised calves, but had apparently become unable to conceive, were fed sprouted oats also, with the result that five of them got with calf after nineteen to forty-eight days of feeding. Similar tests made at the Oregon Experiment Station, upon the suggestion of Mr. Graves, gave equally favorable results.

Feeding sprouted oats to overcome non-conception in dairy heifers and cows

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was suggested to Mr. Graves by a study of the work done with small animals at the University of California, in which it was discovered that a fifth vitamine had a bearing on the fertility and reproductive organs. This vitamine, named vitamine E, was found in such feeds as green leaves of lettuce and alfalfa. Whether or not the fertility results obtained in heifers and cows fed sprouted oats are due to a vitamine has not been determined, nor have enough trials been made to conclude definitely that the method will always give positive results.

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Rastus—"Oh, no, sah. Ah don't refuse, Ah jes' refrains."—*Boston Transcript.*

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A lifetime of research and experimentation on an immense scale by Dr. O. M. Franklin, the recognized leading authority on Blackleg in the United States, has resulted in the perfecting of a vaccine that is both **safe and sure**—a product that overcomes all the weaknesses of previous Blackleg vaccines and that **positively confers lasting immunity with one dose.**

Over 50,000 head of cattle were used in the testing of this new product, covering a period of four years, before it was placed on the market.

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The method of manufacture is a patented process by which the vaccine is rendered sterile and absolutely free from all live and dangerous germs or spores. There is **positively no chance to introduce Blackleg or any other disease** into a healthy herd through this vaccine, nor to infect any pasture or range.

In addition, it has better keeping qualities, is safe and "fool-proof," and requires only one-fifth as much to the dose as other liquid vaccines.

The demand for this improved product is such that its sales are steadily increasing from season to season, and it is rapidly becoming the outstanding leader in the Blackleg vaccine field.

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One dose of O. M. Franklin's Blackleg Vaccine gives immunity to Blackleg that is as lasting as the mark of the branding iron. To vaccinate every calf is positively to insure against all Blackleg loss if the O. M. Franklin Vaccine is used.

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"In regard to the results obtained from your Blackleg Bacterin vaccine, our calves on the Moon Ranch, Paducah, Tex., were dying from Blackleg at the rate of ten to fifteen per day last fall. We vaccinated some fifteen hundred calves there, after losing about fifty, and watched them closely afterwards, but did not find any more dead.

"We were more than pleased with the results obtained from this new vaccine and intend using it exclusively in the future.

"W. O'BRIEN, Amarillo, Tex."

"During the past season I vaccinated 1,552 head of calves with O. M. Franklin's Blackleg Bacterin, which I have found very satisfactory. To my knowledge, I have not lost any since vaccinating.

"E. M. ELDRED, Orlando, Neb."

"We have vaccinated about 3,500 head of calves with Dr. O. M. Franklin's Blackleg Vaccine, without a single loss. Previously we had been using other vaccines, but had lost lots of calves. We believe that Dr. Franklin's Vaccine is a sure preventive from Blackleg, and should like to see all the cattlemen in the country use it, as it would help to get rid of the disease.

"VICTOR CULBERSON,

"The G. O. S. Cattle Co.,

"Fierro, N. M."

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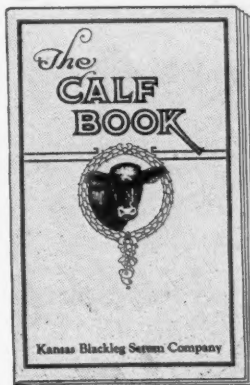
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THE
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OF THE WORLD**